Board of Trade Journal

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Front cover photograph

Shadowgraph examination which throws a 20X enlargement on to a television-like screen, is one method of quality control used in the Bradford-on-Avon, Wiltshire, factory of the Industrial Products Division of Avon Rubber Company Ltd. On the right-hand screen in the photograph the section of a vehicle quarter-light rubber moulding is being checked against specification, and on the left, a plug-and-socket precision moulding used in telecommunications is being closely examined.

A large proportion of the division's production of industrial products is either exported direct or indirectly by the export of the finished article.

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The 'Rich Port': a 2 billion dollar import market

by B. W. Gordon, HM Consul in Puerto Rico

PUERTO RICO: population nearly three million; highest per capita income in Latin America; fifth largest importer in the world from mainland United States; a small island (half the size of Yorkshire) where the Latin population work and live to American standards. It has been described as 'the springboard to Caribbean and Central American markets' and also as the 'reservoir of American industry'. There are over 3,000 factories on the island, many being small family concerns, but some are giants, like the $600 million Philips petroleum complex.

It was not always so prosperous and progressive. Twenty-five years ago it was a poverty-stricken island, dependent largely on sugar, needlework and tobacco, with high unemployment and few natural resources. Then, just 20 years ago, 'Operation Bootstrap' was introduced, gradually developed and perfected. This investment incentive scheme has radically improved the social and economic infra-structure of Puerto Rico.

Nationals of the Commonwealth of Puerto Rico are full United States citizens, and the island is an integral part of the United States mainland fiscal, judicial, postal and military systems. American currency and customs tariffs apply in Puerto Rico as also do United States food and drug, labelling, plant quarantine and shipping documentation requirements. While the Government of Puerto Rico does enforce a separate excise tax on confectionery, luxury and semi-luxury articles and on certain industrial products, exporting to Puerto Rico is in essence exactly the same as exporting to New York or Chicago.

Present sources of imports

Because of its affinity to the United States, the bulk of Puerto Rican trade is with mainland United States. The following table shows the principal sources of the island's imports:

Imports into Puerto Rico: (in $ millions)

	1964 F.Y.	1965 C.Y.	1966 C.Y.
From United States Mainland	1,119·2	1,275·0	1,419·9
From Japan	16·6	25·0	33·4
From Canada	13·3	16·3	18·9
From West Germany	14·9	16·3	15·4
From Benelux	11·3	11·4	13·9
From Spain	7·9	9·5	12·9
From United Kingdom	8·5	11·3	11·7
From France	7·2	7·4	9·2
Total imports	1,335·7	1,539·2	1,734·7

NB: Import statistics changed from a Fiscal Year basis (June 30) in 1964 to a Calendar Year (December 31) basis in 1965. Large petroleum imports from Venezuela have been omitted.

The majority of Puerto Rican industrial plants are affiliated to United States companies and purchase much of their machinery and raw materials from the United States. American products also predominate in supermarkets, chain and department stores (there are few speciality shops), spare parts shops and hardware stores. Canada exports largely pulp, paper, lumber and fish, while Germany is particularly strong in vehicles and industrial machinery. Imports from Benelux (and to a lesser extent France) consist largely of metal building materials. The Japanese are making tremendous strides in vehicles, machinery, electronic parts, tinplate, building supplies and light consumer goods. Imports from Britain consist mainly of whisky, vehicles, tractors and watch parts.

Sr. Armando Aguilar (president of Autorama, British Ford distributors in Puerto Rico) handing over the keys of 25 new Ford Cortinas to Mr. R. McKenna, manager of Hertz Rent a Car, Puerto Rico, last July.

Specific export possibilities

Imports into Puerto Rico in 1967 may well touch the $2 billion mark. While most will continue to originate from mainland United States sources, this should not deter British exporters from investigating market prospects. Provided their prices, quality and delivery schedules meet requirements, they stand an even chance of securing orders or of appointing a resident distributor. There are four separate fields of opportunity for British exporters:

(a) raw materials and processing machinery for local industries;
(b) certain specific consumer goods;
(c) building supplies;
(d) equipment and parts for major development projects in power generation, petrochemical and allied industries.

Industrial requirements

There is a wide variety of manufacturing enterprises in Puerto Rico and a great deal of the machinery, office equipment and raw materials has to be imported. There are about 450 garment manufacturing plants alone, making underwear, shirts, uniforms, nightwear, etc., with an export value of £270 million in 1966. There are a further 72 textile plants producing carpets, rugs, braid, knitted

(*Continued on page* 1225)

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The latest report on the U.S.A.

At the present time the U.S. administration is faced with complex problems at home and abroad. Domestic economic problems, in particular, are causing concern, and because 1968 is a Presidential election year, these difficulties will have to be tackled with a more than usual regard for political considerations.
It is against this background that the recent performance of the U.S. economy and its prospects are assessed in a new report published by Barclays Bank. In addition, points of vital interest to businessmen selling in America are considered. There is also a special survey of California, the richest state in the Union.

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fabrics and thread with a sales volume of $100 million last year. In the electrical and electronics field there are over 90 assembly plants with exports exceeding $95 million in 1966. An additional 19 electrical plants are scheduled to open in the near future. There are over 50 firms making dress shoes, sandals, rubber footwear, moccasins, etc. Nearly 30 million pairs of shoes were made in 1966, one-third in leather (which has largely to be imported).

The metal products and machinery industry is large, diversified and expanding fast. In 1966 there were 230 plants making cans, cutlery, doors, sheet metal, extrusions and non-electrical machinery. Operations include heavy foundry, machine shops, stamping and moulding basic forms and shapes. Puerto Rico's chemical industry is particularly important, with over 100 factories making fertilizers, industrial organic and inorganic chemicals, soaps, detergents, paints and pharmaceuticals to a value of over $100 million in 1966.

These industries have to import machine tools, pumps, motors, basic chemicals and all types of processing machinery. They normally welcome any opportunity of buying cheaper and better supplies regardless of the country of origin.

Consumer goods

Puerto Rican importers, consumers and retailers have been saturated for half a century with American products and sales techniques. They are not conversant with many British products, brand names or designs, and consequently have to be educated to them, factually, carefully, but persistently. In certain products we have an advantage over the majority of United States lines, notably linenwear, pewter, quality giftware, medium-priced footwear, bicycles, soap gift packs, jewellery and small leather goods. There is also interest in British tropical menswear, bar accessories, men's toiletries, figurines and marine sports items.

Tourism in Puerto Rico is one of its major industries and a considerable trade in tourist souvenirs is done. In 1966 over 700,000 tourists visited the island, mainly from the east coast of United States, and spent over $140 million in Puerto Rico. Giftware with a Caribbean flavour is especially in demand, including beachwear, jewellery, leather articles and souvenirs.

Building materials

The value of new building licences increases by about 12 per cent each year and while almost all architects and contractors are American trained and use United States standards, they still regard Europe as a traditional source of supply for many basic metal building supplies. Particularly in demand from Europe are reinforcing rods, nails, steel bars, angles, plates and also aluminium, asbestos and steel sheets for roofing and cladding purposes. This market is extremely competitive- and cost-conscious, but there should be good opportunities for British products if fully competitive in price, quality and delivery with Continental products.

Major development projects

Several large scale projects are expected to materialize in the petro-chemical sphere in the next 12 to 18 months. The total value of these schemes will be several hundred million dollars. While the design and construction of these plants will doubtless be done by affiliates of the giant United States parent companies concerned, there should also be interesting possibilities for British suppliers of ancillary plant, tools and instruments.

Puerto Rico spends about $70 million a year on new electricity generation and transmission equipment. Tender bids and offers are received mainly from United States firms, but recently substantial orders have been placed in Europe and Canada.

Preliminary details of these, and other, development plans can be obtained from Export Services Branch.

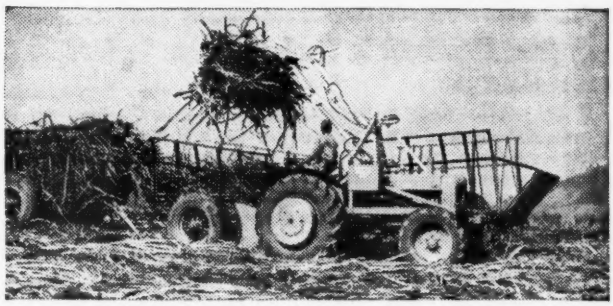
How to tackle the market

The majority of industrial establishments and government purchasing agencies buy requirements direct from overseas suppliers and a resident representative is seldom necessary once the initial sales contacts have been made. Consumer goods, however, are generally sold through wholesaling importers, especially foodstuffs for which three months' stocks are invariably held in warehouses. Items requiring special installation or periodic servicing must have a suitable local representative.

Whether investigating potential agents or making initial factory contacts there really is no alternative to a personal visit by a qualified representative of the exporter, who can take in the island on a Caribbean business trip. Spanish is not necessary, although it is desirable at machine shop level. Much of the commerce of Puerto Rico is centred on the capital, San Juan, which is within easy reach by air from Central or South America, the United States and neighbouring Caribbean islands.

If a personal visit is impossible, a general market assessment can by provided by Export Services Branch or by HM Consul, San Juan*, on receipt of full details of the product concerned. Price lists in dollars, preferably c.i.f. San Juan, with samples, are usually essential for market and agency inquiry purposes.

Relative to its size, Puerto Rico is a big market for imported products. No invisible trade barriers exist, local merchants have a good payments reputation and there is a liberal and progressive commercial atmosphere with a veneer of American expertize. Why not give it a try?



A British Fordson tractor at work in a sugar plantation near Caguas, Puerto Rico. These tractors have an extremely high reputation in Puerto Rico where they are said to outsell all other makes combined.

NOTE. The Consulate in San Juan is also responsible for the British and United States Virgin Islands. Reports on these two groups are available from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 *people in* 1966 *came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including* 9,000 *current periodicals, are freely open to the public without formality. Photocopies at* 9*d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.*2. *Hours are* 10 *a.m. to* 9 *p.m. weekdays,* 10 *a.m. to* 1 *p.m. Saturdays.*

Prime Minister's technological plan for Europe

A SEVEN-POINT-PLAN for technological co-operation with 'all our European partners' was put forward by Mr. Harold Wilson, the Prime Minister, speaking at the Lord Mayor's banquet in Guildhall, London, an November 13. He emphasized that his proposals were not a substitute for membership of the European Economic Community, but 'a catalyst to a deeper and closer economic integration'.

The Prime Minister outlined the following seven points:

'1. We are prepared to embark on bilateral projects with any European partner ready to respond for technological co-operation in any field where such partnership can yield worthwhile industrial results. And when I refer to bilateral co-operation I do not have in mind further costly Government-financed ventures. The test of effective European co-operation must be industrial partnership and industrial integration based on pooling the research, development and production of viable and strategic economic enterprises. We are ready to talk in the fields of computers, electronics and the civil application of nuclear energy in all of which we believe we have much to contribute. And this co-operation will have to be organized by both Governments and industry.

2. We are ready, too, to embark on urgent multilateral discussions, with our European partners, designed to create a new dynamic in European technology. I do not want to prejudge where such consultations might lead, but we are prepared to go as far and as fast as – and indeed perhaps further and faster than – any country in Europe in preparing the technological co-operation and integration that can give a new impetus to a European economic union, provided we all recognize that this co-operation and integration can become a reality only through and within the enlarged European market for which we are working.

3. We have invited the Confederation of British Industry to consider how, in the light of the friendly and constructive relations they have with their sister industrial organizations in Europe, industry itself can get together to prepare the ground rules for technological co-operation: not on the basis of purely intellectual exchanges on science and technology – valuable but not directly productive – but on the basis of integrated industrial and technological advance.

4. We are prepared – and here I pay tribute to the forward thinking of the CBI – to join with other Governments and with industry – here and on the Continent – sponsoring a multilateral European Institute of Technology, to examine case by case, area by area, industry by industry, the means to greater European technological co-operation; and to work with Governments in achieving it.

5. We are prepared, in partnership with both sides of British industry, to produce as a matter of urgency our own views on the way in which what our friends in Europe have called 'European Companies' can be organized on a basis which transcends national frontiers. It is a telling reflection on all of us in Europe that apart from a handful of established organizations such as Shell, Unilever and Philips, the only companies which transcend Europe's national frontiers on an integrated basis are the American-owned corporations in Europe, in such industries as automobiles and computers.

Over the past year the pace of structural change of British industry has quickened, partly through inner compulsions, partly too, through a realization that greater competitiveness requires production – and research – in larger scale units. And this process has been constructively stimulated here by the work of the Industrial Reorganization Corporation. But this of itself is not enough. If we, Europe, are to be fully competitive in a technological sense, we have to think more and more of mergers on a European scale, proceeding from working arrangements and bilateral agreements to a more truly multilateral approach. This will mean not only an acceptance of broader horizons for our new industrial pattern, it will mean devising machinery to forward this process.

6. Next, the Board of Trade are prepared as a matter of urgency, jointly with industry, to examine and prepare the steps necessary to bring our domestic arrangements in the field of patents, monopolies and restrictive practices, and company law into line with the requirements of a wider economic integration in conformity with the principles of the Treaty of Rome.

7. We have discussed with the Trades Union Congress, with their own close relationship with EFTA trade union centres, with the trade union movement of the Six, and with the European regional organization of the ICFTU what they can do to further these objectives in the wider sector of the industry for which they bear responsibility, and to play their full part with management and with Governments in promoting not only the industrial but also the social objectives of a collective European technology.'

Earlier the Prime Minister had referred to Britain's export performance. 'Last year our exports by volume were two and a half times as great as pre-war,' he said, 'they paid for 98 per cent of our imports as against only two-thirds in 1938. We have recorded in the period between 1964 and the first half of this year an increase of 21 per cent – 6½ per cent per annum in compound interest terms.' Much of this increase, he said, had been achieved in the most competitive markets. Our exports to the United States increased over this period by almost 60 per cent.

Trade figures distorted

The Prime Minister referred to the '£100 million fine' on Britain through recent events in the Middle East, and to the fact that the trend in the trade figures (see page 1247) had been, and would be for a month or two more, distorted and concealed by the effect of the recent dock strikes. 'But while yielding to none in deploring these unnecessary and harmful strikes,' he said, 'I am glad to be able to tell those whose assessment of Britain is based on a feverish and monthly pulse-taking, that since the Liverpool strike ended a substantial part of the export backlog has now been loaded – and much of it is on the high seas.'

Industrial estates for areas affected by colliery closures

MR. ANTHONY CROSLAND, President of the Board of Trade, in answer to a written Parliamentary question on November 14 said that he was proposing to establish or expand industrial estates either in or at sites which could serve the areas seriously affected by colliery closures. Major estates will be established at Cramlington (Northumberland), Meadowfield (Brandon, County Durham), Bridgend (Glamorgan), and rather smaller industrial estates in West Cumberland, Ayr, Cumnock (Ayrshire), and in the Carnwath/Cairstairs/Forth area of Lanarkshire. 'At Fforestfach, Swansea, I am bringing into use certain land already in Board of Trade ownership. I am also buying additional land for industrial development at Landore, near Swansea, and at Kenfig, and I am looking for land which would be suitable for the needs of Lesmahagow in Lanarkshire,' said the President.

The President continued: 'Furthermore, in certain special areas in the development areas, where there may be exceptionally high unemployment through colliery closures, I am making available further incentives to encourage new industry. A rent-free period of up to five years will be available to firms renting a Board of Trade factory and providing suitable employment. Building grants up to 35 per cent and loans at a moderate rate of interest to assist with the balance of the building costs or for other purposes, will be available. In order to assist new projects in the early years while they are becoming established, it has also been decided to extend the scope of grants under Section 4 of the Local Employment Act 1960 to permit operational grants to be made. These grants will normally be at the rate of 10 per cent per annum for three years calculated on the cumulative expenditure incurred on the acquisition of eligible buildings, plant and machinery (less any building and investment grants). These incentives will, like other forms of assistance under the Local Employment Acts, be subject to the provision of employment, and we shall have regard to the number of jobs to be provided. Grants and loans under the new arrangements will be subject to the usual check on viability by the Board of Trade Advisory Committee.

'These further incentives will be available only for new projects being brought into the special development areas. They will not be available to extensions of existing establishments, nor will it normally be possible to provide the special incentives to projects in the service industries whose location is, in the main, determined by the need to service local markets, nor will they be available for projects which are merely transferred from existing development areas. As regards grants, nationalized industries will continue to be eligible for assistance for projects which are in competition with the private sector.

'These are intended to be short-term measures; they will only apply so long as the employment needs of these areas continue to justify special assistance.

'I shall also arrange as Board of Trade advance factories are disposed of in the special areas to replace them as long as letting prospects remain reasonable.

'The special areas in which I propose to make these additional measures of assistance available are the following Ministry of Labour employment exchange areas:

Scotland

Girvan
Lesmahagow
Leven and Methil
Sanquhar
Shotts

Wales

Abertillery
Ammanford
Bargoed
Blackwood
Brynmawr
Cymmer
Ebbw Vale
Ferndale
Garnant
Maesteg
Neath
Newbridge
Pontardawe
Pontlottyn
Resolven
Tonypandy
Tredegar
Treorchy
Ystalyfera
Ystrad Mynach

Northern

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Aspatria
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Durham
Haltwhistle
Houghton-le-Spring
Lanchester
Maryport
Seaton Delaval
Shildon
Spennymoor
Stanley
Whitehaven
Workington

I shall remove or add places to this list as circumstances require.' A White Paper on the Government's fuel policy was also published on November 14.

President visits Lancashire and Cumberland

MR. ANTHONY CROSLAND, President of the Board of Trade, is visiting Lancashire and Cumberland on November 16, 17 and 18. The President will meet representatives of local authorities and industrialists and local Board of Trade officials. His visit includes a tour of factories, and he will also inspect the facilities at Carlisle Airport.

The President left London by air on November 16 for Manchester. He dined with the Mayor of Burnley and met representatives of local authorities.

Today (November 17) Mr. Crosland is making a tour of Burnley and will visit textile mills. He will then tour Nelson and Colne and be the guest at a luncheon given by the Mayors of these towns. This afternoon he will meet civic representatives at Rawtenstall and then go on to Manchester to call on the Lord Mayor of Manchester and visit the Board of Trade office. He will later have a meeting with the Lancashire and Merseyside Industrial Development Association, and in the evening attend a private dinner with members of the North West Economic Planning Council.

On November 18 Mr. Crosland will travel by air to Carlisle where he will tour the airport facilities. He will drive in a stake at the Board of Trade Advance Factory site in Maryport and see the Lillyhall Industrial Estate before going on to Workington, where he will have lunch with the Cumberland Development Council.

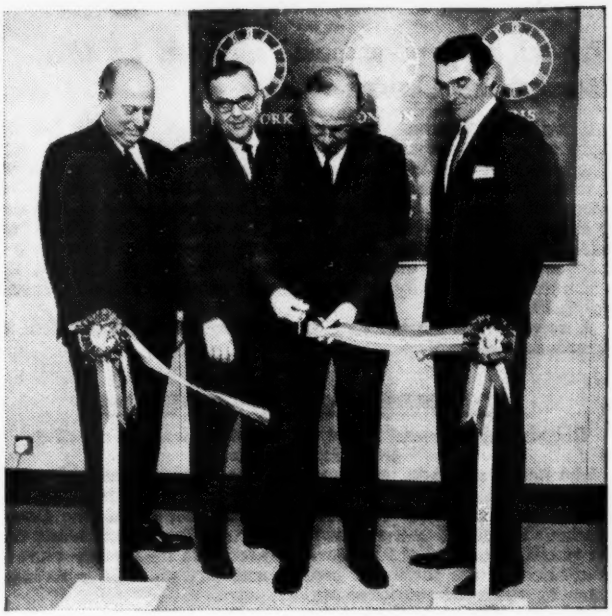
The President will return to London by air from Carlisle Airport on Saturday evening.

Hosiery and knitwear deputation sees Mr. Mallalieu

A DEPUTATION OF Members of Parliament representing hosiery and knitwear producing areas in the Midlands, met Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, on November 8. The delegation consisted of: R. Fletcher (Ilkeston,) J. D. Concannon (Mansfield), Trevor Park (Derbyshire S.E.), Jack Dunnett (Nottingham Central), Michael English (Nottingham West), Tony Gardner (Rushcliffe), George Perry (Nottingham South), Edward S. Bishop (Newark).

The deputation expressed the concern of both sides of the industry at the high levels of imports of hosiery and knitwear, particularly from Portugal. This was causing increasing anxiety, particularly in areas where pit closures were foreseen, and the deputation urged the Minister to take action to seek the restriction of these imports before serious and lasting unemployment was caused.

The Minister took note of the representations made, and promised to keep a careful watch on the situation. He pointed out that the hosiery and knitwear industry appeared to have been going through a somewhat similar phase as that experienced by other textile industries. All the indications now were that the worst of this phase was over: employment and production were now rising again and exports were buoyant. On imports the Minister pointed out that imports as a share of home production had not risen since 1964: the percentage figure, according to Board of Trade statistics for the months January to August, was 7.7 per cent in 1964, 4.9 per cent in 1965 (showing the effect of the Temporary Charge on Imports), 5.5 per cent in 1966 and 7.7 per cent in 1967.



Lord Brown, Minister of State, Board of Trade, performing the opening ceremony at Hoover Ltd. Export's new headquarters at Hayes Gate House, Middlesex, on November 7. Picture also shows, left to right: Mr. P. C. Boon, managing director of Hoover Ltd. Export, Mr. F. N. Mansager, chairman of Hoover Ltd. and president of Hoover Worldwide Corporation, and Mr. G. L. Lloyd, managing director of Hoover Ltd., United Kingdom. Earlier, Lord Brown, commenting on Hoover's impressive export record, said that the company was an excellent example of long-term planning based on global marketing of highly developed markets.

GATT INTERNATIONAL TRADE CENTRE

Established in Geneva three years ago the GATT International Trade Centre helps developing countries through the training of their officials in export promotion, advice on the setting up of export promotion units, and by means of surveys of the markets of developed countries. This help is available to all developing countries, whether GATT members or not.

The Board of Trade maintains a liaison service through which the Centre's activities in the United Kingdom are facilitated. Information about the Centre can be obtained from the United Kingdom Liaison Officer, Mr. G. W. Wilcock, at Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Report on professional services by the Monopolies Commission

MR. ANTHONY CROSLAND, President of the Board of Trade, said in reply to a Parliamentary Question on November 13 that he had sent to the Monopolies Commission a revised request in respect of their current investigation into the general effect on the public interest of certain restrictive practices which may prevail in relation to the supply of professional services. The effect of this is to bring within the scope of the Inquiry by the Monopolies Commission practices which are authorized by or under Royal Charter, or which are authorized by or under any statute enacted before January 1, 1956.

A copy of the request sent to the Monopolies Commission is reproduced below:

MONOPOLIES AND MERGERS ACT, 1965

Request for a general report on restrictive practices affecting professional services

The Board of Trade, in pursuance of the powers conferred upon them by Section 5 of the Monopolies and Mergers Act, 1965, hereby require the Monopolies Commission (hereinafter called 'the Commission') to submit to the Board a report on the general effect on the public interest of the following practices so far as they prevail in relation to the supply of professional services, that is to say, practices which are restrictive of:

(a) entry into a profession;
(b) the fees or commissions to be charged for the supply of such services;
(c) the rendering of such services by or on behalf of bodies corporate or by persons acting in partnership;
(d) the persons to whom, or the circumstances in which, such services are to be supplied;
(e) the terms or conditions on which, or the manner in which or extent to which, such services are to be supplied;
(f) the carrying on of any other business by persons supplying such services or the commercial relationship of such persons with others engaged in other activities;
(g) the extent to which, if at all, persons supplying such services may advertise.

Provided, however, that the Commission shall not report on any practice which at the time of the submission of the report is expressly authorized by or under any statute enacted after December 31, 1955, including any practice expressly authorized by any subordinate legislation then in force and continued in force by a subsequent statute.

For the purposes of this instrument the practice of limiting entry to a profession to persons who pass examinations designed to test their proficiency shall be regarded as a practice restricting entry into that profession, but the Commission shall not report on the standard of proficiency required for entry into any profession.

The Board's request for a general report on restrictive practices affecting professional services dated January 30, 1967, is hereby withdrawn.

Any person or organization wishing to offer evidence in the light of this revision of the terms of reference should write to: The Secretary, The Monopolies Commission, 8 Cornwall Terrace, Regents Park, London, N.W.1.

Notes:

The Board of Trade are empowered by Section 5 of the Monopolies and Mergers Act, 1965, to require the Commission to submit to them a report on the general effect on the public interest of practices of a specified class which are commonly adopted as a result of or for the purpose of preserving conditions of monopoly, or of any specified practices which appear to the Board to have the effect of preventing, restricting or distorting competition in connection with the production or supply of goods or services.

In the exercise of these powers the Board of Trade on January 30, 1967, asked the Monopolies Commission to make a report on the general effect on the public interest of certain restrictive practices which may prevail in relation to the supply of professional services.

The original request to the Commission excluded the investigation of practices expressly authorized by or under any enactment or Royal Charter. In their initial examination of the scope of the inquiry the Commission have found that the effect of the proviso was so much wider than had originally been appreciated that it threatened seriously to reduce the value of the investigation. Accordingly the Board of Trade have decided to vary the terms of reference to enable the Commission to carry out a more complete and useful investigation. The earlier request has been withdrawn in favour of the revised terms of reference. The effect of the revision is to bring within the scope of the inquiry practices which are authorized by or under Royal Charter or by or under statutes enacted before January 1, 1956. Practices under statutes enacted after this date remain excluded in view of the fact that they have received comparatively recent approval by Parliament.

The value of the work already completed by the Monopolies Commission will not be diminished by the changed situation.

Jute goods — import policy

MR. ANTHONY CROSLAND, President of the Board of Trade, has decided that the arrangements for the import of jute goods which were introduced in 1964 will now be reviewed in the early part of 1968.

Note:

The Board of Trade announced certain changes in the arrangements for the import of jute goods on September 1, 1964 (see *Board of Trade Journal* of September 4, 1964) following the inquiry by an informal Working Group which met between the autumn of 1963 and August 1964. It was stated at the time that the effect of these arrangements would be reviewed in 1967.

Annual returns under Companies Act

THE BOARD OF TRADE reminds company secretaries and others responsible for submitting annual returns under the new Companies Act that the increased registration fees (£3 instead of 5s.) became payable on all annual returns received on and after October 27, 1967.

Corrigendum

PARAGRAPH TWO of 'Regulations made under the Companies Act, 1967', on page 1158 of the *Board of Trade Journal* of November 10 under the heading SI 1967 No. 1595: The Quoted Companies (Disclosure of Share Interests) (Exclusions) No. 1 Regulations, 1967, should read as follows:

'Section 33 (4) (e) enables the Board of Trade to prescribe interests which are to be disregarded.'

The rest of the paragraph is as printed.

Capital Gains Tax and Corporation Tax

THE INLAND REVENUE announce that the Finance Act, 1967, made certain changes in these taxes. In consequence, the Inland Revenue publications 'Capital Gains Tax' and 'Corporation Tax' already in use require some amendment. Leaflets explaining the necessary amendments and additions to these publications are available from the offices of HM Inspectors of Taxes. Taxpayers should ask for: Capital Gains Tax Leaflet 560 (1967) Insert and/or Corporation Tax Leaflet 570 (1967) Insert.

Similar leaflets previously issued covering the amendments consequent upon the Finance Act 1966 are also available. These are: Capital Gains Tax leaflet 560 (1966) Insert and/or Corporation Tax leaflet 570 (1966) Insert.

'EFTA Bulletin' for November

THE WORK of ORGALIME, a European liaison body set up by national associations of the metalworking and engineering industries, is described in this month's *EFTA Bulletin*. Also included are an analysis of advertising media in Scandinavia, and a revised statement of remaining revenue duties in certain EFTA countries.

Copies of the *EFTA Bulletin*, the regular journal of the EFTA Secretariat in Geneva, are available free of charge from the EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

Bank Rate rises

THE BANK RATE went up by ½ per cent on November 9 to 6½ per cent.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 1, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.23	1, 2-Di-[*N*-methyl-*N*-3-(3, 4, 5-trimethoxybenzoyloxy) propylamino]ethane dihydrochloride	N, N'-Dimethyl-N, N'-bis-(3-3', 4' 5'-trimethoxybenzoxy)-propyl-ethylenediamine dihydrochloride	December 31, 1968	13097
29.35	4-Phenylmorpholine .	N-Phenyl-Morpholine .	December 31, 1968	13107
29.38	Riboflavine . . .	Riboflavin, minimum 95%	December 31, 1968	13100
29.44	Novobiocin calcium .	As in previous column .	December 31, 1968	13105
	Novobiocin sodium .	As in previous column .	December 31, 1968	13104

Application for reimposition of duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty as from December 30, on the following items which are at present temporarily exempt from duty.

Tariff heading	Description	Reference
29.06	*iso*Propylcresol, mixed isomers	2623
5 29.25	*N*-(3-Chloro-*p*-tolyl)2-methylvaleramide	6119

Committee to examine Patent System—submission of evidence

THE COMMITTEE to examine the Patent System and Patent Law under the chairmanship of Mr. M. A. L. Banks is now proceeding with its inquiry and wishes to receive written evidence from all interested individuals and organizations, and particularly from industries in which innovation plays an important role.

The terms of reference of the Committee cover the patent system as a whole and evidence would be welcomed on general matters, e.g. the place of the patent system in the country's economy, the use made of the patent system by various sections of industry, as well as on specific points of patent law and practice.

It would greatly assist the Committee if memoranda could be arranged so that distinct subjects are dealt with under *separate* headings.

Memoranda of evidence should be sent direct to the Secretaries of the Committee – Mr. D. Cadman and Mrs. H. Helps at 25 Southampton Buildings, Chancery Lane, London, W.C.2, before March 31, 1968.

Although the Committee may invite oral evidence in support of memoranda, it cannot undertake to hear such evidence from all those submitting memoranda.

Notes:

The then President of the Board of Trade, announced on May 10 that he proposed to set up a Committee to conduct a full review of the British Patent System.

The terms of reference of the Committee are: to examine and report with recommendations upon the British patent system and patent law, in the light of the increasing need for international collaboration in patent matters, and, in particular, of the United Kingdom Government's intention to ratify the recent Council of Europe Convention on patent laws.

Re-designing of some Customs forms

THE COMMISSIONERS of Customs and Excise announce that Customs Entry Forms XS30 (Specification for Re-exports of Imported Merchandise) and XS63A (Shipping Bill for Merchandise required to be entered before shipment solely by reason of Export Licensing requirements) have been re-designed for use in the aligned series of export documents described in the Board of Trade booklet *Simpler Export Documents*.

The layout of the new Forms XS30 and XS63A corresponds with that of the Master Document in the Aligned Series of Export Documents except as follows:

Form XS30

The box on the master headed 'Export List Code No.' and a combination of the two boxes headed 'Gross weight' and 'Cube' (unused on Form XS29) are used on Form XS30 for 'Tariff Statistical Key Code No.' and 'Country from which goods were consigned when imported' respectively. If Form XS30 is completed by mechanical means from a Master, these boxes will have to be masked out and the details inserted manually.

Form XS63A

For re-exports the box on the Master headed 'Export List Code No.' is used for the Tariff Statistical Key Code Number (see Note 6 on the form) and the boxes headed 'Gross Weight' and 'Cube' are used for 'Country from which consigned when imported' and 'Tariff Chapter No.' respectively. If the form is completed by mechanical means from a Master, these boxes will have to be masked out and the details inserted manually. The boxes headed 'Export Licence No.' and 'Final Destination' on the Master (which are masked out for completing Form XS29), are reproduced on Form XS63A and should be left unmasked.

The new forms need not be used as part of the aligned series and each can be completed individually as at present.

Copies of the revised forms are now available and can be obtained from the usual sources, but there is no objection to the continued use of the old forms until further notice.

Nice agreement on registration of marks

THE TEXT OF THE Nice Agreement concerning the International Classification of Goods and Services for the purpose of the Registration of Marks (Cmd. 3466), as revised at the Stockholm Conference on July 14, 1967, has been published in the Miscellaneous Series (No. 18-1967) and can be obtained from any branch of HMSO, price 1s. 9d., or by post 3d. extra.

Results of Q and R Year

A REPORT ON the results of Quality and Reliability Year, organized by the British Productivity Council in association with the National Council for Quality and Reliability is to be published on November 16.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL (*dates on which particular articles, etc., were published*) *should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

ECGD guarantees £7m. credit for Portugal

THE Export Credits Guarantee Department has agreed to guarantee a credit of approximately £7 million which has been established in London by Lazard Brothers & Co. Ltd., on behalf of a consortium of United Kingdom banks, in favour of Siderurgia Nacional EARL of Portugal.

Siderurgia Nacional are a steel complex with a monopoly position in the steel-making industry within Portugal, and the present loan is to assist the financing of the first stage of a proposed major expansion of their steelworks.

The credit will be available for contracts for plant, machinery and engineering services to be supplied by Davy & United Engineering Co. and the British Oxygen Co. Ltd.

Yugoslav mission announces Birmingham exhibition

BEFORE LEAVING Birmingham on November 9, Dr. Emil Ludviger, President of the Zagreb Chamber of Economy, said it had been decided to hold a special display of Yugoslav goods in the Birmingham Bull Ring Centre in early January, 1968.

Birmingham Chamber of Commerce and Industry would be co-operating with the Zagreb and Belgrade Chambers to help ensure the success of the display. After the Zagreb mission's preliminary investigations in Birmingham last week, it was already clear that several additional lines of Yugoslav consumer products could sell well in Birmingham department stores and in smaller shops, and the mission was returning to Zagreb to prepare detailed specifications and quotations.

Success of Canadian trade mission

THERE IS A LARGE market for British technical 'know-how' and plant for water purifying and effluent disposal in Eastern Canada.

Lord Tweedsmuir, leader of a recent trade mission sponsored by the London Chamber of Commerce, told a London press conference on November 13, that Canada was facing a big water purifying problem and Britain seemed to be the only country capable of providing the technological help which was needed.

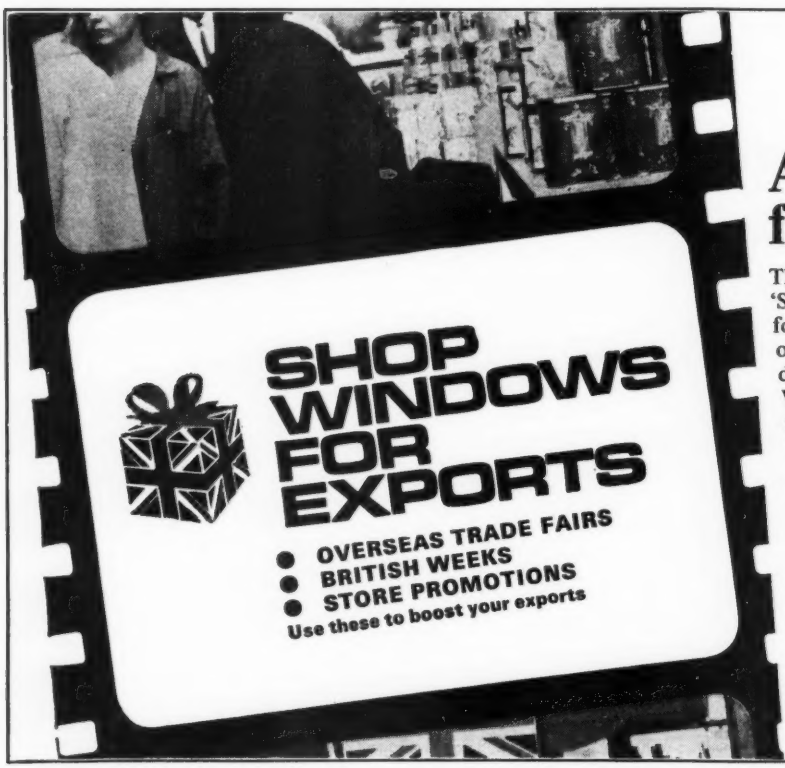
Lord Tweedsmuir also said that the industrial development of Eastern Canada should offer many business opportunities for British industry.

The 22-strong group undertook a 24-day tour of Quebec, New Brunswick, Prince Edward Island, Nova Scotia and Newfoundland from October 9 to November 1. It was the first time a British trade mission had visited some of the Provinces and a warm welcome was given during talks with the Provincial Premiers, Heads of Government Departments, Crown Corporations, Municipal Authorities and local Chambers of Commerce

In addition to the individual sales programmes undertaken by the members of the mission, talks were held with the various Provinces on the development of technical licensing and the sale of know-how. Large development programmes are being planned by each Province involving a great deal of capital investment. In particular the mission was looking at the prospects for marine equipment, food processing, water treatment and sewage plant. In addition the mission represented a wide range of industry including on the capital goods side, shipbuilding, marine diesel engines and hydraulics together with textiles and worsteds, footwear, pottery, diamond cutting and sailcloth.

Summarizing the results of the mission Lord Tweedsmuir advised British exporters not to ignore the potential of the Eastern Canadian market. The fund of goodwill which existed for Britain and British products in the area should be an important factor in future sales.

However, the mission warns that the one lesson above all to be learned is that business with the Canadians cannot be done through the post. Personal contacts and sales follow-ups are the only method for anyone hoping to break into the market.



A New Film for all Exporters

This 24-minute, 16-mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

For audiences viewing the film the Board of Trade has prepared a special leaflet which not only explains how the Board of Trade assists firms to participate in these overseas promotions but also gives contact points within the Board. These leaflets are obtainable free of charge to borrowers of the film.

Copies of this film are available on hire from:

Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone: 01-743 5555.

British steel plant leaders visit Rumania

A NINE-MAN Mission from the British steel industry flew to Rumania on November 6 for a seven-day tour of Rumanian steel plants and for consultation with Ministry and steel industry officials and institutes. The Mission was sponsored by the British Metal-working Plant Makers' Association and led by Mr. Harry Kay, chairman of the Association and deputy chairman and managing director of Loewy Robertson Engineering Co. Ltd.

Birmingham sales drive in Austria

FOURTEEN BIRMINGHAM businessmen and one businesswoman arrived in Vienna on November 12 on a one-week sales drive in Austria. They are members of a selling mission organized by the Birmingham Chamber of Commerce and Industry.

During their visit the mission will be based in Vienna, but individuals will be making side-trips to other cities in Austria which form important centres for their goods. Each member of the team will follow a separate programme of business calls every day. Some of them already have business contacts in Austria and will be calling on agents as well as customers old and new. Others will be tackling the market for the first time, and all are anxious to expand their business in Austria – one of Britain's EFTA partners.

'Rich opportunities' in Africa for Scots firms

PLANS FOR encouraging Scottish firms to export more to Africa were announced in Edinburgh on November 7 by the Scottish Export Committee.

Sir Robert Maclean, chairman of the committee, said it was hoped to focus the attention of industry in Scotland on the potential and importance of the African markets. There was no doubt, Sir Robert commented, that the opportunities for Scottish firms in the continent were 'rich and varied'. Yet Scotland's share of the £210 million worth of British goods bought annually by seven of the major African nations – Kenya, Tanzania, Zambia, Uganda, Malawi, Nigeria, and Ghana – was lower than its exporting average of 10 per cent of the United Kingdom total.

The Export Committee has just taken the first steps in its campaign to create interest among Scottish industrialists and exporters in the prospects of larger scale trading with Africa.

It has met Mr. A. H. Smith, chairman of the British National Export Committee (Africa), and is now seeking the co-operation of some of the leading Chambers of Commerce in Scotland with the aim of organizing a series of 'briefing meetings' with businessmen early in the New Year.

Mr. Donald S. Reid, head of the trade division of the Scottish Council (Development and Industry), said the intention was to inform Scottish industrialists of the trade openings which exist for them in Africa. It was possible, he said, that many manufacturers tended to write off the entire continent because of what they heard of unrest and troubles in certain areas.

'Individually and collectively the markets of the African countries offer considerable opportunities for companies who take the trouble to explore them,' he said. 'And the range of opportunities is probably wider than is generally appreciated in Scotland.'

Nigeria, which imports £68 million worth of goods from Britain every year, and Kenya, which imports £42 million worth, are two of Britain's best markets in Africa at present. Both import large quantities of agricultural and other machinery, transport equipment, textiles, foodstuffs, metal goods, paper, vehicles and vehicle components, and building materials.

The committee has decided on other moves to increase the volume of Scottish exports generally. It has agreed to assess the prospects for Scottish firms to make fuller use of the facilities of the British Export Houses Association, which offers United Kingdom manufacturers an exporting service abroad.

It has also begun the intensive follow-up work on the recent three-week trade mission to the Far East led by Lord Clydesmuir, chairman of the Scottish Council.

And it is sending invitations to Scottish food firms asking them to take part in an all-Scots promotion in a Berlin store next year as part of West Germany's 'National Green Week'.

London Chamber investigates Hungarian economic reforms

'A LARGE EXPANSION in Anglo-Hungarian trade' was forecast as a probable result of the new economic reforms due to come into effect in Hungary on January 1, 1968, by the London Chamber of Commerce trade mission which visited Hungary from October 26 to November 23. The 20-strong mission, which was led by Lord Erroll, president of the London Chamber, made the visit at the invitation of the Hungarian Chamber of Commerce.

The main aim of the visit, in addition to boosting Britain's trade drive in Eastern Europe, was to investigate the reforms, and particularly their effect on British exports, said Lord Erroll in London. The mission undertook a high-level programme of meetings with Hungarian Ministers and with Hungarian industrial and commercial bodies concerned with the reforms, and found a 'great measure of enthusiasm' for them. The mission was told that the reforms were aimed at creating a general measure of decentralization in economic planning and management at all levels and an improvement in performance and production throughout the economy by consciously allowing market forces to operate. These changes would be coupled with the removal of many price controls and the granting to many manufacturing enterprises of the right to trade abroad directly. Enterprises would no longer be required to meet detailed production targets, but would be given greater independence in management decisions. An increase in material incentives to management and workers would be coupled with an increased number of consumer goods available to the public. Lord Erroll said that the reforms were unique in that they were not being introduced piecemeal but represented an advance on a broad front.

In the field of foreign trade a new system of foreign exchange multipliers would be introduced, but it was stressed that this would involve no discrimination against Western suppliers. Import quotas would continue, but it might be that Hungarian enterprises would find it easier to import machinery and raw materials from the best available source. Ten new agencies would be introduced which could make it easier for foreign firms to be represented in Hungary.

During the talks with the State Office for Technical Development great emphasis was placed on the development of licensing agreements and joint production agreements. It was also suggested that from this there would be joint marketing, particularly in third markets. The Hungarians were keen on the exchange of research information and the use of spare research facilities in Hungary by British firms.

At the invitation of the London Chamber of Commerce the Hungarian Chamber of Commerce is organizing the Hungarian Scientific and Technical Days from December 11 to 15 when a team of Hungarian technical and scientific experts will be visiting London.

A full report on the mission will be published by the London Chamber at the beginning of 1968.

Promotion of British wool textiles in Sweden

MR. PHILIP LORRAINE has been appointed representative in Sweden of the National Wool Textile Export Corporation, the export promotion body of the British wool textile industry. The Corporation, which has been doing promotional work in the Scandinavian countries for several years, is now extending its activities in Sweden, which buys about £7 million worth of British wool textiles annually. It will, for instance, be taking a leading part in the British Week in Stockholm next year.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Exts. 2479/2480).*

Zambians discuss industrialized housing

FIVE ZAMBIAN housing experts arrived in London on November 9 to discuss low, medium and high cost housing with a number of British firms specializing in industrialized and system building. The ten-day visit is sponsored by the British National Export Council and the Joint Committee of British Building Systems and Component Manufacturers' Association.

Led by Mr. R. C. Puta, chairman of the Zambian Housing Board, the group comes to this country from France where it has been studying systems and techniques offered by the industrialized building industry.

Zambia has embarked on a wide-ranging programme of building and construction within the framework of a national development plan. The city of Ndola, for example, has allocated £2 million for building during the next four years.

Design well for American market

GOOD DESIGN of British industrial products for the American market was far more important than price, said Mr. Bryan Renn, secretary of BNEC's committee for Exports to the United States, when he gave an analysis of reports of a British Institute of Management reconnaissance team which visited the United States early last month.

Mr. Renn, speaking in London, said that the United States was always willing to pay for the right design.

The BIM team spent two weeks in America studying the market for United Kingdom products.

Mr. Renn added that there were still complaints from America on the inability of British manufactures to meet delivery dates and to supply sufficient stocks of spare parts.

Proposals for regulations on food labelling

THE MINISTER of Agriculture, Fisheries and Food issued on November 6 proposals for regulations implementing most of the recommendations of the Food Standards Committee's report on Claims and Misleading Descriptions. The proposals would extend the present controls on the various types of claims made for food and would restrict the use of certain words.

Copies of the proposals may be obtained from Food Standards Division, Ministry of Agriculture, Fisheries and Food, Great Westminster House, Horseferry Road, London, S.W.1 (Tel. 01-834 8511, Ext. 6691).

If interested parties have any comments which they wish to be considered before the regulations are made, they should forward them to Food Standards Division to arrive not later than February 5, 1968.

Commission of inquiry to Cutlery Wages Council

MR. RAY GUNTER, Minister of Labour, has appointed a Commission of Inquiry to advise him on objections to the draft Order abolishing the Cutlery Wages Council (Great Britain).

The Commission consists of three independent members, two representatives of employers and two representatives of workers. The independent members are Mr. A. H. Thomas, OBE, BComm. (chairman); Miss E. M. Batten, OBE, MA, BSc. (Econ) (deputy chairman) and Mr. A. L. N. Stephens, MA. The representatives of employers are Mr. J. P. Lowry and Mr. F. I. Tuckwell, CBE. The representatives of workers are Mr. S. Hill and Mr. J. O'Hagan, CBE.

Objections were lodged by 20 firms and organizations after the publication on March 10 of the Minister's notice of his intention to abolish the Wages Council.

GPO opens robot telegraph centre

A NEW TELEGRAPH relay centre, which will progressively speed up and generally streamline the handling of overseas telegrams, has been opened by the GPO at Cardinal House, Farringdon Road, London. Initially, it will handle 35,000 to 40,000 telegrams a day, most of them automatically. The system has been planned for a measure of expansion and, when fully equipped, will be the largest automatic centre in the world network.

'New Technology' moves towards metric system

TRADITIONAL British-threaded nuts and bolts will be made obsolete by a decision announced in the November issue of *New Technology*. From January 1, 1968, Government Procurement Departments will specify ISO metric screwed fasteners for all new and modified equipment designs.

New Technology is published monthly by the Ministry of Technology with the co-operation of the Central Office of Information. It is distributed free to management in industry, commerce and finance, in the worlds of engineering, science and education. *New Technology* is obtainable on application to the Central Office of Information, Hercules Road, Westminster Bridge Road, S.E.1 (Tel. 01-928 2345, Ext. 414).

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	October 12, 1967	
950,997	*Mauvernay* Roland Yves	Mucilage.
1,027,902	Agfa Aktiengesellschaft	Improved antihalation and filter layers.
	October 18, 1967	
938,111	Chemolimpex Magyar Vegyiaru Kulkereskedelmi Vallalat	The electrolysis of sodium sulphate.
950,364	Fabriques de Produits Chimiques billault	A method for producing ferritetracemic acid.
1,018,973	Hard Alloys Ltd.	Improvements in or relating to lathes or like tools.
1,053,539	Agfa Aktiengesellschaft	Heat developable photographic material.
	October 24, 1967	
914,165	The Fairey Aviation Co. Ltd.	Improvements relating to leadscrew mechanism.
947,776	Bac, Fernand Georges	Improvements in multi-pin, plug-and-socket electric couplings.
948,978	Institut de Recherches de la siderurgie Francaise.	Hydrocarbon injector for blast-furnaces.
958,186	Laboratoires Biosedra	Salicylamide derivatives.
991,999	Maschinenfabrik Winkler, Fallert & Co., A.G.	Apparatus for preventing the flowing together of two inks beneath the ductor blade of letterpress printing, offset printing, and similar machines.
1,068,579	British Metal Crates Ltd.	Support assembly for shelves and like fittings.
985,426	Fairey EngineeringLtd.	Improvements relating to apparatus for exploring the conour of a conductive surface.
990,846	Agfa Aktiengesellschaft	Process for processing colour photographic materials.
	October 25, 1967	
886,537	F. C. Robinson & Partners Ltd.	Improvements in electrical calculating machines.
1,059,947	Gevaert Photo-Producten N.V.	Apparatus for joining webs.
1,062,934	Gevaert Photo-Producten N.V.	Process for printing colour negatives.
	October 26, 1967	
937,855	The Distillers Co. Ltd.	Process for the production of resole resin foams.
962,709	Kindermann & Co. G.m.b.H.	Removable slide carrier for projectors.
978,153	Herzog & Langen G.m.b.H.	Improvements in or relating to manually operated domestic washing machines.
1,026,879	The Distillers Co. Ltd.	Surface coating ester resins.
1,045,715	The Distillers Co. Ltd.	Water-dilutable aqueous surface coating compositions.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

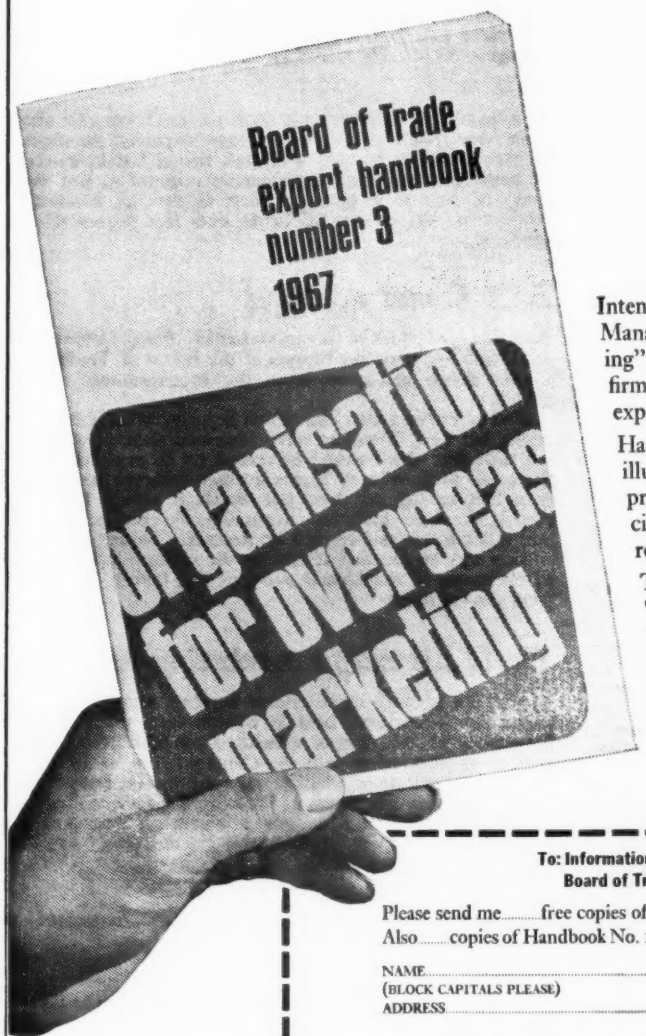
GORDON GRANT,
Comptroller.

The Patent Office.

A Third Export Handbook

from the Board of Trade

This one is a guide to the types of organisation that can be used to ensure efficient exporting



Intended for use by Chief Executives and Senior Management, "Organisation for Overseas Marketing" covers the broad internal organisation of a U.K. firm and its overseas markets to ensure efficient exporting.

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Aviation and Shipping

President speaks on contribution of aviation and shipping to overseas trade

MR. ANTHONY CROSLAND, President of the Board of Trade, speaking as the Minister responsible for civil aviation and shipping, 'the forms of transport which carry all our overseas trade and also make an important contribution to our invisible earnings', addressed the Institute of Transport on November 7.

The President referred to the setting up of the EDC for the Movement of Exports under Lord Caldecote, which had already published two valuable reports on Through Transport to Europe and Exports by Air. 'I hope all exporters will study these reports closely,' he said. 'They both stress the importance of top management concerning itself with their firms' transport arrangements.' Every manufacturer and exporter now had a wide variety of services at his disposal for a great many destinations.

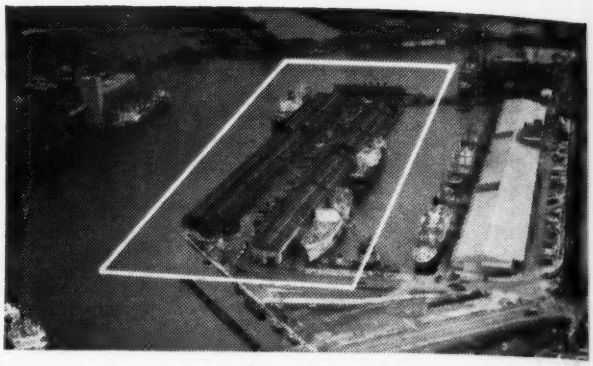
Speaking of the 'container revolution', the President said that containerization was here to stay and we must all accommodate ourselves to the new developments. It would not be an easy change and the whole face of the transport industry was likely to be altered, with inconvenience to many and perhaps loss to some. 'One of the changes will be in the various business and insurance procedures of documentation,' said the President. 'Some work has already been done by the Board of Trade, in conjunction with all the interested trade organizations, in the Joint Liaison on Documentation. This has worked out an aligned system of documentation, which, by the use of a master, should greatly reduce the costs and effort of producing most documents used in international trade. The system has been welcomed by many exporters and is increasingly being used. I would like to commend it to any present today who have not yet introduced it.'

'But now we need further adaptation,' continued the President. 'The old pattern of international trade in general cargo was based on the bill of lading which was issued at the port. But now, with the advent of the through transport concept, goods will be handed over to the combined transport operator, perhaps at the factory itself; if not there, almost certainly at an inland depot. The operator accepts responsibility for the through movement at both ends of the journey, as well as for the sea voyage in between. We still need, and the banks and finance houses still need, the sort of protection and sort of rights that a bill of lading offers but we need to modify its traditional field of applicability.'

The President went on to speak of the Government's plans for transport and said 'We are determined to do all we can to ensure that the country has an efficient transport system fully capable of meeting our needs both now and in the future. We have set up a committee under Lord Rochdale to look into the organization and efficiency of the shipping industry which will be the first comprehensive review of the shipping industry ever undertaken. The Edwards Inquiry into civil aviation is also the first of its kind for many years. I hope for a first report, with recommendations, by spring 1968.'

The President went on to say that air freight had grown by 20 per cent a year for the past three years. In 1966 some £550 million worth of United Kingdom exports and re-exports were carried by air – over 10 per cent by value of the total. From 1960 to 1966 the freight traffic on British scheduled services grew on average by some 23 per cent. 'These are big figures,' he said, 'but there is scope for a further large increase in the quantities and the proportion of goods carried by air . . . notably for goods which are of high value in proportion to their bulk, which are fragile or perishable, or which for other reasons particularly need speedy carriage.'

Apart from the obvious advantage of speed, the benefits of air cargo included the savings on capital which would otherwise be locked up on goods in the pipeline or in warehouses, and savings on handling, packing and insurance. These benefits would increase as a result of developments such as the Jumbo-Jet aircraft with their large freight as well as passenger capacity; the improving performance and economics of aircraft for all freight services; the use of containers and pallets, automatic processing, and the development of new techniques on such matters as standardization of equipment, unitization of loads and the provision of through services.



The modernization of the Port of Liverpool has been taken a stage further by the start of work on a £1,750,000 plan to provide four up-to-date export berths at the north side of Vittoria Dock and Vittoria Wharf, in the Birkenhead sector of the port. This scheme has been evolved by the Mersey Docks and Harbour Board in close collaboration with the Clan Line, which has an important trade between Liverpool and India, Pakistan and Africa. The work has been recommended by the National Ports Council and approved by the Minister of Transport. The main features of the development, which is on a peninsular site adjacent to the new Blue Funnel Line berths recently commissioned for the Far Eastern trade, are two transit sheds, each 600 ft. long and 250 ft. wide. Each shed will serve two berths, making a total of four. Quay margins will be nearly 50 ft. wide, served by 12 6-ton portal cranes.

BEA Comet accident

A NUMBER OF lines of investigation are being followed up by the Accidents Investigation Branch of the Board of Trade based on the Comet debris recovered from the Mediterranean and on other evidence.

One of the seat cushions which is believed to be from the tourist cabin, has been found to have sustained damage which is consistent with that which would be caused by an explosive device within the cabin at floor level. There is other evidence which is consistent with this having occurred but which it would be premature to suggest confirms such an eventuality. Further experimental work and other investigations will be necessary before any definite conclusion can be reached regarding the relationship of this evidence to the cause of the Comet accident and before any further statement can be made.

World air cargo marketing forum

THE LARGEST and most comprehensive international air cargo marketing forum ever held in Britain took place in London on November 15, 16. It was sponsored by 30 of the world's major airlines in association with the Confederation of British Industry, the British Institute of Management and the Institute of Marketing.

Speakers included Viscount Watkinson, group managing director Schweppes Ltd. and a former Minister of Transport and Civil Aviation, and Robert Stoessel, transportation adviser, The Lockheed Aircraft Corporation, California.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

The Committee of Inquiry into the Civil Air Transport Industry, under the chairmanship of Sir Ronald Edwards, seen at its first meeting in London on November 6. The Committee members are (from right to left): Mr. S. F. Wheatcroft, assessor; Mr. A. W. Fisher; Dr. M. G. Kendall; Sir Hugh Tett, deputy chairman; Sir Ronald Edwards, chairman; Mr. A. G. Manzie, secretary; Mr. Philip Shelbourne; Capt. F. A. Taylor; Sir Reginald Wilson.

Committee of inquiry into civil air transport—call for evidence

THE COMMITTEE of Inquiry into Civil Transport held their first meeting on November 6 at which they gave preliminary consideration to the scope and nature of their task.

The committee will be glad to receive information or representations relevant to their inquiries. They would ask for this to be submitted in the first place in writing in 12 copies addressed to the Secretary, Mr. A. G. Manzie, Room 721, 30 Millbank, London, S.W1 (Tel. 01-834 2333, Ext. 531).

The terms of reference of the committee are:

> 'to inquire into the economic and financial situation and prospects of the British civil air transport industry and into the methods of regulating competition and of licensing currently employed; and to propose with due attention to other forms of transport in this country what changes may be desirable to enabled the industry to make its full contribution to the development of the economy and to the service and safety of the travelling public.'

It would also be convenient if persons intending to submit such evidence would let the secretary know in advance of their intention and when they would expect to be able to submit it.

The committee reserve to themselves a general right to publish any evidence, written or oral, that is laid before them. The committee, however, appreciate that some of the evidence that will be put before them will be of a confidential nature, and provided this is clearly indicated when the evidence is submitted, the committee will take this into account when preparing their report.

The committee will decide whether they wish to invite oral evidence when they have studied the documents submitted to them. Proceedings of the committee will normally be in private.

Loss of trawler

THE FORMAL investigation into the loss of the Brixham trawler 'Casita' on June 16, 1967, will open on January 22, 1968, at the Town Hall, Brixham.

The Wreck Commissioner will be Mr. Barry Sheen, QC.

International container conference

AN INTERNATIONAL conference on Container Transport Economics was held in London from November 7-9. Sponsored by the magazine 'Freight Management', delegates heard an international panel of speakers and later saw container port installations in operation in Britain, Europe and the United States.

Increased fees for merchant shipping services

THE BOARD OF TRADE has made the British Seamen's Cards (Amendment) Order, 1967 (SI 1967/1610), the Merchant Shipping (Fees) Regulations (SI 1967/1611), the Load Line (Amendment No. 2) Rules (SI 1967 No. 1619) and the Merchant Shipping (Certificates of Competency as AB) (Amendment) Regulations, 1967 (SI 1967/1620), which, together, prescribe increased fees payable for services provided by Marine Survey Offices, Mercantile Marine Offices and other related marine services and which come into operation on December 1, 1967.

Copies may be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or through any bookseller (or by post from HMSO, PO Box 569, London, S.E.1). The price of the British Seamen's Card Order is 3d. net (6d. by post), the Fees Regulations 1s. 9d. net (2s. by post), the Load Line Rules 8d. net (11d. by post), and the Certificates of Competency as AB Regulations 6d. net (9d. by post).

A revised edition of the publication 'Fees for Marine Surveys and Other Marine Services' will also be available from HMSO after December 1, 1967, price 5s. 3d. net (5s. 6d. by post).

Select Committee report on BEA

THE ORGANIZATION of British European Airways is the subject of the second report from the Select Committee on Nationalized Industries which was published as House of Commons Paper 673 on November 9 (HMSO, 49 High Holborn, London, W.C.1, and branches, price £2 6s. net).

Slough Chamber speeds Certificates of Origin

TO SPEED THE process of certification for the growing amount of exports by air, Slough and District Chamber of Commerce and Industry will open a branch office at Heathrow Airport from December 4. Initially hours will be 2-5 p.m. daily. Full service will continue at the head office at 2 Bath Road, Slough (Tel. Slough 22563. Telex 84314).

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But Martins have taken one problem off my mind all right. Just made my will, you see. Wasn't quite sure what to do about naming an Executor: impossible to burden Penelope here with the worry of it. Then I thought of Martins. They went to extremes to be helpful. Always do, of course.

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Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

WEDNESDAY, NOVEMBER 1

Small Scottish exporters

A Member asked the President how many small exporters in Scotland were congratulated this year for their efforts in the export market and will he list their names.

Mr. Anthony Crosland, President of the Board of Trade said that 21 firms had received letters of congratulation from the Minister of State, Board of Trade, for their export efforts in Scotland this year.

Sale of Cunard liners

Asked if he would take steps to prevent the sale of the Cunard liners Caronia, Sylvania and Carinthia to foreign shipping lines which are in competition with British shipping, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said 'I think that the sale of these ships should proceed on a normal commercial basis.'

THURSDAY, NOVEMBER 2

Outflow of investment to South Africa

Asked if he would state the net outflow of private direct investment, excluding the re-investment of unremitted profits, to South Africa in each year between 1960 and 1966, inclusive, and for the first nine months of 1967, Mr. George Darling, Minister of State, Board of Trade, gave the following figures, which exclude oil investment:

	£ million
1960	7.9*
1961	−0.1*
1962	−0.8*
1963	12.6
1964	1.5
1965	20.5

* Excluding investment in insurance.
Negative signs indicate net disinvestment.

FRIDAY, NOVEMBER 3

American-owned companies in United Kingdom

The President was asked how many companies resident in this country were now owned or controlled by United States companies; and what was the estimated value of the net assets of these companies, their annual sales and number of employees, distinguishing the different categories of manufacturing, oil, trading and other companies. Mr. George Darling answered: 'About 1,650.' He continued that annual sales and employment figures were not as yet available. Estimates of the book values of net assets at mid-1967 were as follows:

US investment in	£ million
Manufacturing	1,310
Distribution	160
Other industries	70 (a)
Oil	420 (b)
Total	1,960 (a)

(a) Excluding banking and insurance.
(b) Estimate for end-1966 made by the US Department of Commerce.

Empty advance factories

A Member who asked which completed advance factories were at present empty; and for how long each had been unoccupied, was told by Mr. George Darling that 25 advance factories were at present completed and not occupied; 14 of these had been completed only since July 1967. Details were published in *Hansard*.

BEA and replacement of aircraft

Asked how the Government expected BEA to remain over the next four years a fully commercial undertaking when a decision on their passenger aircraft replacement had been blocked by the Government for over 18 months and their European competitors had been able to place orders for commercially superior passenger aircraft to come into operation by 1969-70, Lord Beswick replied that there had been no unnecessary delay. After the Government's decision in August 1966 not to approve BEA's proposed purchase of American aircraft, it rested with BEA, in conjunction with the manufacturers, to propose the most suitable British aircraft. For the first and most urgent part of their requirement they proposed the newly conceived BAC 1-11/500, which was approved by the Government in December 1966. For the second part they proposed in February 1967 another newly conceived type, the BAC 2-11. Subsequently it had been necessary to assess all the implications of this purchase for BEA, the manufacturers and the Government, and to consider alternatives. It had also been essential to relate BEA's requirement to the Government's plans for the European air-bus on which Anglo-French-German agreement was reached in September. Meanwhile, the manufacturers had undertaken preparatory work on the BAC 2-11, as well as on a further version of the Trident which could be an alternative, and this work had resulted in changes in recent weeks both in the characteristics of the aircraft and in the estimated costs. The factors were now sufficiently defined and an early decision could be made.

MONDAY, NOVEMBER 6

Wreckage of BEA Comet

Two questions concerned the recovery of wreckage from the British European Airways Comet G-ARCO. Mr. J. P. W. Mallalieu answered: 'The sea depth in the area in which the wreckage of the Comet is believed to lie is about 9,000 feet or more. From the pattern of the cabin debris recovered from the sea surface and the nature of the accident, much of the wreckage is likely to consist of small pieces distributed over many square miles of the sea bed. Immediately after the accident the question of search and salvage was examined with experts from the Ministry of Defence and advice was obtained from the United States Navy and other experts in sea salvage. We have since had further discussion with the United States Navy Supervisor of Salvage. Present indications are that even if the distribution of the wreckage on the sea bed can be determined and plotted successfully salvage on any large scale appears likely to be beyond the capability of existing equipment.

'We are now awaiting further proposals from Reynolds Submarine Services which I hope to receive very shortly. I hope to arrange a meeting with United States Navy Supervisor of Salvage, Reynolds Submarine Services and the British experts concerned to determine the best course of action. As soon as any firm decision is reached I will make a further statement to the House.

'I am very grateful for the co-operation we have received from the United States Naval authorities.'

(*See also page* 1234)

Analysis of company turnover

A Member who inquired how trading profits as a percentage of turnover of companies where results are analyzed by the Board of Trade compared between 1966 and the previous year, was told by Mr. George Darling that for quoted companies which gave figures of turnover in their accounts, gross trading profits were 9.3 per cent of turnover in 1966 or approximate business year, compared with 10 per cent in the previous year.

Advance factories in Wales

'Thirty-two advance factories for Wales have been announced by the Board of Trade since October 1964,' said Mrs. Gwyneth Dunwoody, replying to two questions on this subject. 'Ten have been completed: of these, two are occupied and a further two have been allocated but are not yet occupied. I cannot reveal the employment figures.'

Advance factories in Northern Region

Asked how many persons were employed in the Northern Region in advance factories at the last count and at counts 12 and six months earlier, Mrs. Gwyneth Dunwoody gave the following information:

Number of persons employed in advance factories (including extensions) in the Northern Region

	Males	*Females*	*Total*
August 1967 (latest count)	2,660	720	3,380
February 1967	2,080	490	2,570
August 1966	1,640	490	2,130

TUESDAY, NOVEMBER 7

Knitted outerwear imports

The President was asked what was the value of imports into Great Britain of knitted outerwear for the quarters January to March, April to June and July to September 1967, and for the similar periods of 1966; if he would identify those countries whose exports to the United Kingdom of knitted outerwear had increased; and what action was contemplated to limit these.

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade gave the following figures.

Total imports of knitted outerwear from all sources were as follows: £'000

1st Quarter		2nd Quarter		3rd Quarter	
1966	1967	1966	1967	1966	1967
3,783	4,487	3,029	3,356	4,837	6,030

He added: 'Taking the period January to

(*Continued on next page*)

PARLIAMENTARY ANSWERS, *continued*

September for both 1966 and 1967, the principal countries whose exports to the United Kingdom of knitted outwear have increased are Austria, Denmark, Hong Kong, Irish Republic, Israel, Japan, Portugal, Sweden. No action to limit imports of knitted outerwear is contemplated.'

Suez: immobilized British ships

Lord Shackleton, asked what progress had been made towards the release of the four British ships now immobilized in the Suez Canal, said that during his recent visit to Cairo, Sir Harold Beeley suggested to the United Arab Republic authorities that in advance of the opening of the Suez Canal as a whole the southern part of the Canal might be cleared in order to enable the ships blocked in the Great Bitter Lake to leave. 'The United Arab Republic authorities undertook to examine the matter carefully, and we are reminding them about it,' said Lord Shackleton.

WEDNESDAY, NOVEMBER 8

International Patents Office

In reply to a Member who asked whether it was the Government's policy to press for the formation of an International Patents Office, Mr. George Darling said: 'Yes. I am convinced of the need for closer international collaboration on patents with the ultimate aim of an international patent issued by some central body. On October 27 there were 39,009 unexamined applications for patents,' he added in reply to another question.

Imports from Pakistan

A Member asked what was the total value of imports from Pakistan of manufactured and semi-manufactured goods for each of the last three years; and if it was intended to maintain this trade whether or not Great Britain enters the Common Market. Mrs. Gwyneth Dunwoody replied that it was hoped that this trade would continue. She added 'The Foreign Secretary expressed the hope in his speech to WEU on July 4 that the agreement reached in principle in the 1961-63 negotiations about arrangements for developing independent Commonwealth countries for which association was not thought appropriate would be revived. This agreement would include Pakistan.

The figures asked for were:

MANUFACTURED GOODS

	Manufactures for further processing £ million	*Finished Manufactures* £ million
1964 . .	5.6	1.3
1965 . .	6.0	1.0
1966 . .	8.8	1.7

Pakistan State Trading Organization

Replying to a question on the new State Trading Organization being established by the Government of Pakistan, Mrs. Gwyneth Dunwoody said that so far this new Corporation had been asked to handle imports of only a limited range of products from a limited number of companies. 'We shall, however, watch developments for any opportunities for the expansion of our exports,' she said.

Board of Trade Advisory Committee

A Member who inquired the number of applications outstanding with the Board of Trade Advisory Committee; and the average length of time such applications had been outstanding, was told by Mrs. Gwyneth Dunwoody '754 as at October 31, 1967. Details of average time outstanding are not readily available, and would have little meaning. But nearly two-thirds of the cases are held up because information is awaited from the applicant.'

Answering a further question, on the changes made to speed up the consideration of applications to the BOTAC Mrs. Dunwoody said that in December 1966, changes were made in the procedures for collecting the necessary financial and technical information from applicants. At the same time departmental procedures were revised and speeded up. In March 1967, the amount of financial information required was reduced in building grant cases. And from June 1967, for small building grants, a simplified form of undertaking could be substituted for a legal agreement.

German report on Munich air crash

Asked whether he accepted the conclusion in the report of the Second German Inquiry that the accident to the Ambassador aircraft at Munich in February 1958 was due to ice on the wing upper surfaces, Mr. J. P. W. Mallalieu said: 'The report was made to the German authorities, and it is not for me to accept or reject it.'

Asked further, if in view of the fact that the results of the inquiry carried out by experts at the Royal Aircraft Establishment on the causes of the Munich air disaster conflicted with the conclusions reached by the recent German Commission, he would now appoint an official British Court of Inquiry to report on this matter, Mr. J. P. W. Mallalieu said that it would be impracticable to hold a further inquiry, having regard in particular to the time which has elapsed since the accident occurred, and the problems of bringing the necessary evidence.

Company legislation

A Member who asked if the President would introduce legislation to prevent company directors disposing of company assets while their company was subject to a take-over bid, was told by Mr. George Darling that the President would consider this suggestion in preparing the further Companies Bill which he hoped to introduce in the present Parliament.

THURSDAY, NOVEMBER 9

London Docks (strike)

Mr. Ray Gunter, Minister of Labour, made a statement on the position in the London docks.

Stansted Special Development Order

Mr. Richard Crossman, Lord President of the Council and Leader of the House of Commons, in his statement on the Business of the House, said that the Government would lay the Stansted Special Development Order as announced but it had had to be delayed for some weeks, because consideration was being given to possible runway alignments which would greatly reduce the amount of disturbance from aircraft noise and elsewhere. The President of the Board of Trade was consulting local authorities and other bodies about these changes in the draft Order. After that it would be laid as soon as possible.

FRIDAY, NOVEMBER 10

Patent Office costs

Replying to a question on the cost to the Patent Office of processing a request for an extension of time from 12 months to 15 months within which to file a complete specification pursuant to a patent application filed originally with a provisional specification; what relationship this cost bore to the fee charged on such a request; what proportion of such requests was estimated to come from United Kingdom applicants; and what falls in the annual receipts of the Patent Office he estimated would result from reducing the fee charged to £1 and to 10s. respectively. Mr. George Darling said that this fee was intended to encourage applicants to file specifications within the normal period of 12 months rather than to reflect the actual cost of processing requests for extensions of time. It was first fixed at £2 in 1885, and was increased with other fees to £3 in 1955, and £3 10s. in 1964, to compensate for the fall in the value of money. At least 90 per cent of such requests came from United Kingdom applicants. If the fee were reduced to £1, the receipts would fall by £7,500, and by £9,000 if it were reduced to 10s. Any loss so occasioned would need to be offset by a rise in other fees as the Patent Office aims to balance expenditure by receipts.

Tourist expenditure overseas

Mr. J. P. W. Mallalieu told a Member, who asked for the sum spent by British tourists in the overseas sterling area in the 12 months ended October 31, 1967; and how this compared with the 12 months ended October 31, 1966 and 1965, that the figures were £43 million (provisionally), £40 million and £38 million in the nine months ended June 30, 1967, 1966 and 1965 respectively. Information for the quarter ended September 30, 1967, was not yet available, but £35 million was spent in the third quarter in 1966 and £36 million in 1965.

Company registration form

A Member asked why two forms, described respectively as Notice of Increase and Statement of Increase, were required for the registration of increase in nominal capital of a company. Mr. George Darling said that the Notice of Increase was a Board of Trade form required under Section 63 of the Companies Act, 1948, and the Statement of Increase an Inland Revenue form required under Section 112 of the Stamp Act, 1891. The two forms served different purposes. 'I will consider, however, whether it is possible to combine the forms,' he added.

MONDAY, NOVEMBER 13

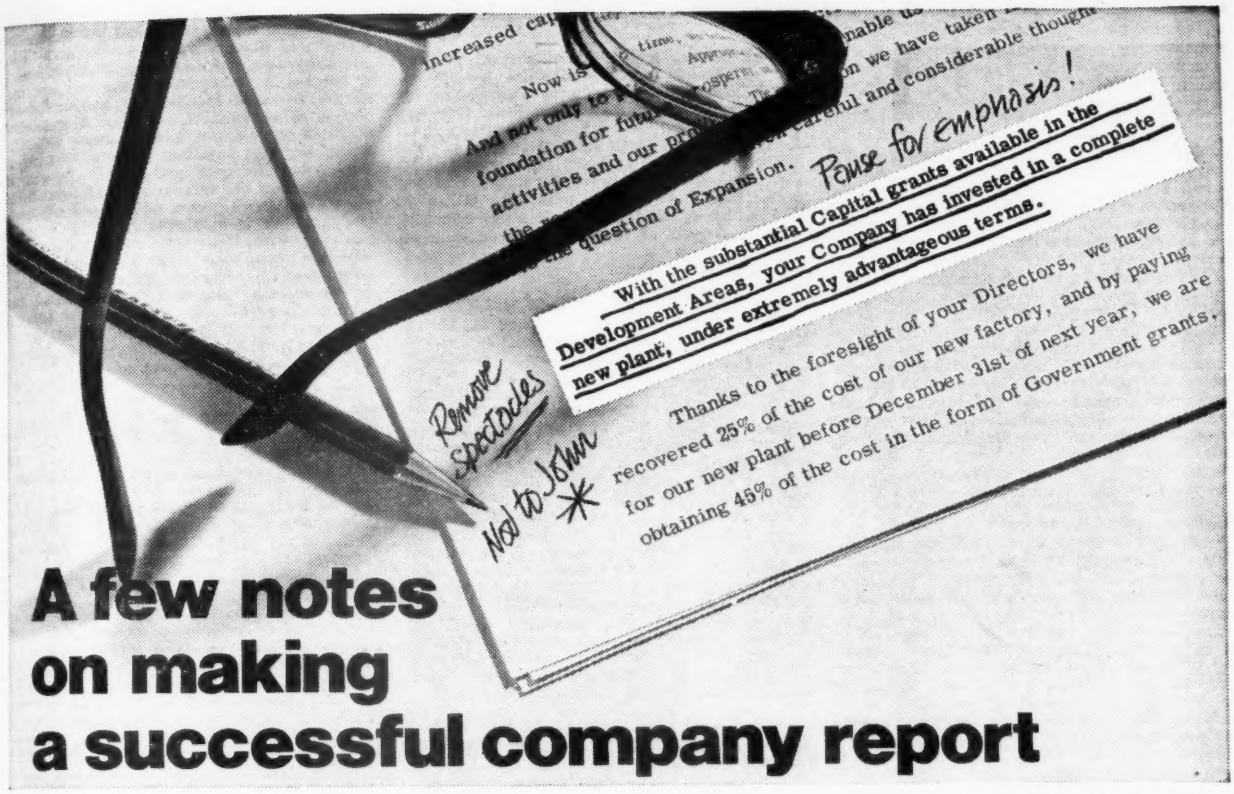
United Drapery Stores-Burton merger

The President of the Board of Trade was asked whether he had completed his inquiry, into the leak of confidential information in advance of the publication of the Monopolies Commission report on the United Drapery Stores-Burton merger. The President said: 'I have had a thorough inquiry made into the alleged disclosure of confidential information about the proposed merger between United Drapery Stores Ltd. and Montague Burton Ltd. This included questioning all members of the Board of Trade and other Government departments who were aware of the contents of the report and of my decision before publication. The Chairman of the Monopolies Commission has also carried out a thorough inquiry of all members and staff of the Commission who were aware of the contents of the report.

'These inquiries have not established that there was a premature disclosure of information; nor have they shown that a person connected with either the Commission or a Government department was in any way associated with a disclosure if one did occur.

'My department also approached all the newspapers whose reports might have led to the allegation that there was a leakage of official information but they were unable to assist. It would be contrary to journalistic practice for newspapers to confirm whether or not they did have access to advance information and, if so, its origin.

'Unless I receive any further information which might give a lead about the source of any leak of confidential material I must regard the inquiry as completed.'


Pause for emphasis!
With the substantial Capital grants available in the Development Areas, your Company has invested in a complete new plant, under extremely advantageous terms.
Thanks to the foresight of your Directors, we have recovered 25% of the cost of our new factory, and by paying for our new plant before December 31st of next year, we are obtaining 45% of the cost in the form of Government grants.
Remote Spectacles
Not to John

A few notes on making a successful company report

No company can afford not to consider what the Development Areas can offer for profitable investment. It's not only that the capital grants available now offer special opportunities. The fact that there is space for further expansion; training facilities for workers; opportunity to instal new and more advanced plant—all these add up to a powerful incentive for action *now*.

Any business man in touch with the needs of today knows that the only areas offering *all* these opportunities for expansion are the Development Areas: Scotland, Wales, the North, Merseyside and the South-West.

Partners for Progress
In Industrial Expansion at the Board of Trade we're helping to create conditions that are right for profitable trading in areas where the country needs business. So far we've offered £230 million to 5,000 projects in the Development Areas and, including all the new incentives, we plan to spend £200 million more in 1968. For progressive companies with ambitions to grow, and the will to act now, these areas offer unique opportunity for profitable investment.

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Make your own check list of what your business needs for expansion, and compare it with what the Development Areas have to offer.

- Capital grants of 25% or even 35% for new factories, 40% for new plant and machinery (45% if it is paid for before the end of 1968).
- Loans at favourable rates for working capital.
- Regional Employment Premiums of up to £1. 10s. 0d. per man per week.
- Board of Trade factories for rent or sale.
- Training facilities and grants for teaching special skills.
- Provision of housing for key workers.
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New Books

A Companies Act 1970? by Michael Fogarty. (81 pages. Research Publications, 11 Nelson Road, London, SE10. 10s.). In February 1967 the President of the Board of Trade announced the Government's intention to bring in, before the end of the present Parliament, a Bill which will 're-examine the whole theory and purpose of the limited joint stock company', and called for a systematic review of issues relevant to this and a general debate on them. PEP is at present carrying on two factual studies relevant to this – one on the working of British company boards, and other recording new proposals and developments in company legislation outside Britain – and the reports of both these studies will be published in the next 18 months. Meantime PEP has put forward in this broadsheet (published as no. 500 of *Planning*), as a basis for discussion and without itself being committed on any of them, a number of matters raised by recent experience and debates both in Britain and abroad, and relevant to the fundamental debate on the joint stock company for which the President has called. France and Germany have both recently not merely amended their company law but comprehensively revised it, with far-reaching innovations in areas such as the authority and accountability of managing directors, the relations between executive and outside directors, and the relations between holding companies and their subsidiaries. Comprehensive revisions are also on the way in Belgium, Holland and Italy. Multinational companies have proved increasingly useful in modern technical and market conditions; but they raise special problems which have become a major centre of interest both in the countries, particularly the United States, where they have their headquarters, and in those where they set up or acquire subsidiaries. In the European Community a complex series of negotiations is going on round the question of harmonising codes of company law or setting up a European Companies Act valid throughout the Community. All this experience and discussion is drawn up in the broadsheet in identifying four main groups of problems. These are the various form and classes of corporation and association for which the law must make provision; the role of the shareholder; the directors' responsibilities to parties other than the shareholders, such as employees, customers, creditors and others; and the internal structure of the company.

Innovation and the Balance of Payments: the Experience in the Pharmaceutical Industry. Edited by George Teeling-Smith. (116 pages. Office of Health Economics, 162 Regent Street, London, W1. 21s.). This book is a published version of the second series of evening lecture meetings arranged by the Office of Health Economics during the winter of 1966-7. The series was concerned with practical aspects of the relationship between an industry's contribution to the balance of payments and its pattern of research and innovation. This highly topical subject is of the greatest importance to the British economy; and the experience of the pharmaceutical industry, whose research investment and contribution to Britain's balance of trade are both increasing, is used as a case history. The first two papers which describe the experience of two individual companies (both winners of the Queen's Award to Industry) are by directors of the companies concerned. The second two describe the way in which the strengths and weaknesses of the patent systems in five countries have affected their pattern of international trade. The next two papers discuss the commercial considerations, such as profitability, pricing, use of brand names and sales promotion, which also affect an industry's success in innovation. Professor S. J. Wells deals with the international pattern of finance; and Dr. J. C. Cain of the NRDC with the role of the government as a sponsor of research. The foreword, by Christopher Freeman, Director of the Unit for the Study of Science Policy at the University of Sussex, reviews the strengths and weaknesses of the arguments in each of the papers.

Development Assistance Efforts and Policies, 1967 Review. Report by Willard L. Thorp Chairman of the Development Assistance Committee. (209 pages. Organization for Economic Co-operation and Development. 21s., by post 21s. 9d., from HMSO and Government bookshops). How to increase the overall effective volume of assistance, financial and technical, to the economic development of the poorer countries of the world: this is the paramount need, for the present foreseeable future, in the field of development aid. The 1967 annual report of the chairman of the OECD Development Assistance Committee selects, together with this over-riding problem of raising the volume, three other main issues of special concern. Firstly, how to improve the terms and conditions of aid, bearing in mind the growing indebtedness of recipient countries. Secondly, the weight to be given to multilateral agencies in the handling of aid. Thirdly how to boost the contribution of external private capital investments in the developing world.

Economics for Managers, by Eric Chalmers. (201 pages. W. P. Griffith & Sons Ltd. 42s., by post 43s.). An introduction to economics for businessmen and students. For the manager, it offers an explanation of his economic environment, with particular emphasis on the stop-go cycle. Some elementary economic theory is included for those studying at polytechnics and technical colleges for a diploma in management studies and other professional qualifications. Emphasis is on the real economic world; the treatment includes contemporary government policies, together with associated institutions, such as National Economic Development Council, Economic Development Committees, Department of Economic Affairs, Prices and Incomes Board, and the Industrial Reorganisation Corporation. A chapter on international trade and the Common Market includes consideration of the implications for British industry if we join the European Economic Community.

Today's Information for Tomorrow's Products; an Operations Research Approach, by George K. Chacko. (225 pages. Academic Press. 88s.). This American book recently available in the United Kingdom deals with operations research rather than with an assortment of mathematical techniques. It is concerned with 'strategies of policy' instead of techniques of suboptimization. Drawing its illustrations and case histories from real life, the book develops an integrated way of looking at widely varying entities that enter into decision-making with respect to tomorrow's products – consumer products, durable goods, weapons systems, space technology and hardware, and services of all types. Employing only a bare minimum of mathematics, it will be of interest to all persons working in management research and operations, as well as to graduate and undergraduate students in these and related fields.

Research Associations Building Materials Testing Services. (51 pages. Available free from the Committee of Directors of Research Associations, c/o Advertising Manager, Rubber and Plastics Research Association, Shawbury, Shrewsbury, Shropshire). The primary task of a research association is to undertake research and provide technical services for the member companies from a particular industry. There are subjects which are of common interest to a number of research associations and their ability to work together on a complex subject is of national significance. A number of research associations have a major interest in work for the building and construction industry and this publication brings together information on the various research associations providing testing and advisory facilities in this field. It is emphazised in the pamphlet that inquiries from both members and non-member companies will be welcomed. The booklet is in two parts, the first gives details of the various research associations and their facilities, and the second part is an index of materials and components indicating the research associations that have testing facilities or that provide an advisory service.

Directory of British Associations. Edition 2, 1967-8. (293 pages. CBD Research Ltd., 114 High Street, Beckenham, Kent. 80s.). In this new edition the publishers have incorporated a number of improvements while retaining the general arrangement of the first edition (notice in the *Board of Trade Journal* of May 28, 1965, page 1188). Over 2,000 additional associations are now included, bringing the total number listed to 6,000; in part this is due to a widening of the scope to include country archaeological and natural history societies, rural community councils and county agricultural societies. The information about each organization has been extended by the inclusion of the date of formation, telex number, a statement of its objects and interests, details of activities, and information about branches or specialist groups. The references from the three indexes (abbreviations, titles of publications, and subjects) are now to the names of the societies, instead of to the entry numbers in the main alphabetical sequence as in the first edition. The new edition is printed in double columns on pages of A4 size. This is undoubtedly the most comprehensive single list of societies and associations in the British Isles, and the extended information about each given in the new edition makes it additionally useful.

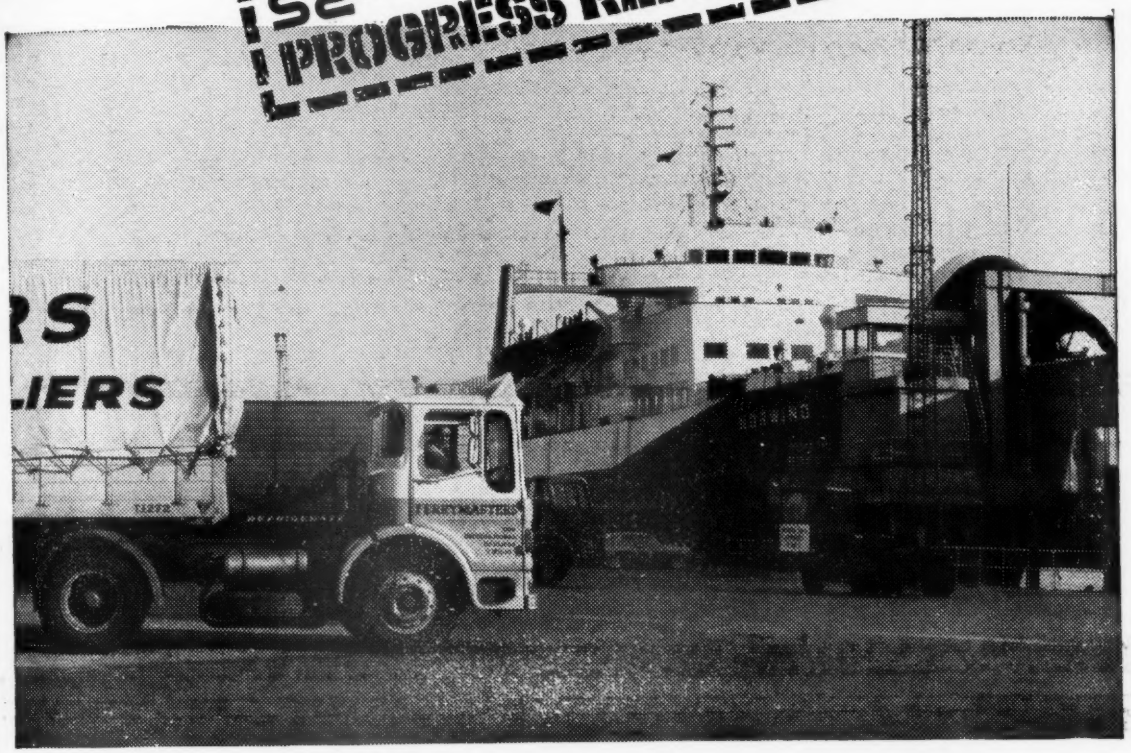
Other publications

INTERNATIONAL MONETARY CO-OPERATION 1945-67, by Brian Tew. 9th revised edition. 224 pages. Hutchinson University Library. 27s. 6d. (cloth), 11s. 6d. (paper).

WEST AFRICAN DIRECTORY 1967-8: Government, Finance, Industry, Agriculture, Economy, Education, Trade and Commerce. 656 pages. Thomas Skinner & Co. (Publishers) Ltd., St. Alphage House, Fore Street, London, EC2. 42s.

London Trade Enquiry Offices of Overseas Countries. 1967. (23 pages). A revised edition has been published of *London Trade Enquiry Offices of Overseas Countries*. The list gives the London addresses and telephone numbers of the offices of foreign and Commonwealth countries to which trade inquiries may be directed – including the commercial departments of embassies and legations, the London offices of Commonwealth countries, overseas chambers of commerce in London, and other similar offices. Copies are available free on application to the Librarian, Board of Trade Central Library, 1 Victoria Street, London, SW1. Further corrected editions will be published as occasion demands, and inquirers who wish to receive future editions as well as the current one are asked to say so in their applications. Copies of the new edition have already been despatched to all those who had previously indicated their wish to receive it.

British Transport Docks Board
PROGRESS REPORT



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The Board of Trade

Export Service Bulletin

issued daily Monday to Friday inclusive

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Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Description of Goods	Location	Auctioneers
Nov. 21 & 22	**Miscellaneous equipment and stores, including:**	**Royal Arsenal, Woolwich . . . .**	**Fuller, Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).**

Large quantities of clothing; electrical equipment, including oscillographs; oscilloscopes; electric motors and switchboard control panels; generators; various telephone sets; electric and hand operated sewing machines; M.T. spares; cameras; furniture; large quantities of bedding; Coventry Victor 16 h.p. petrol outboard motors; fire fighting equipment; 30 ft. wooden extension ladders; rugs and mats; carpets; old canvas and mixed rags. etc.

Nov. 28-30 (incl.)	**Motor vehicles and heavy duty equipment .**	**Ordnance Storage and Disposals Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).**

Saloons, limousines and estate cars, including Princess limousines; Ford 'Popular' and 'Consuls' Mk. II; Morris 'Minors' and 'Mini Minors'; Hillman 'Huskys'; Land Rovers; Austin 'Champs'; Coaches (5-36 seats); Heavy duty trucks, including Diamond 'T' tractors; Thornycroft tractors fitted fifth wheel; Albion 20-ton tractors; AEC 'Matadors'; Scammell breakdown vehicles; Humber armoured cars; International half-trucks; hydraulic tippers; mobile tankers 200-2,500 galls.; trailers 10 cwts.-10 tons; and many other load carrying and dual purpose vehicles; including Manitowac 'Speed Crane' 50-ton tracked crane; mobile cranes by Coles and Ransomes & Rapier; fork lift trucks; fitted machinery trucks; Caterpillar 'D' bulldozer; 12 yd. scraper; grit spreaders; 'Snogo' snowplough; BSA and Triumph 500 c.c. solo motor cycles.

Dec. 5-8 (incl.)	**Vehicles, miscellaneous equipment and stores**	**Ordnance Disposals Depot, Bowhouse, Hurlford, by Kilmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).**

Heavy diesel and petrol commercial vehicles; mobile cranes; private cars; Land Rovers; Austin 'Champs'; trailers; tractors; trucks; Vans, etc.; machine tools; M.T. spares; electrical spares; binoculars; telescopes; aircraft cameras; engineers stores; air compressors; 8¼-ton re-heat gas furnace; quilted neoprene aircraft covers, including cockpit, wheel and engine covers; clothing and textiles, including greatcoats; shirts; PVC smocks, trouser and coats; arctic and foul weather jackets; jerseys; vests; drawers; rubber and ankle boots; shoes; gloves; kitbags; blue serge jumpers; carpets; rugs, etc.; old woollen and cotton rags; hessian and canvas; and large quantities of other miscellaneous stores.

Dec. 12, 13 & 14	**Technical and miscellaneous stores . .**	**Ordnance Storage & Disposal Depot, Branston, Staffs.**	**Arnold & Son (Dept. L), 'Modwena' House, 13 Market Place, Burton-upon-Trent, Staffs. (Tel. 4657).**

Machine Tools, including Archdale; Ajax; Denbigh; Pollard; Jones; Churchill bench and pillar drills; Cincinnati; Catmur; Wolf; Jones & Shipman; Wright; Pollard plain, surface, bench and pedestal grinders; Watson Laidlaw; Holbrook; Le Blond; Bradford; Rydermatic; Boxford; Southbend; Myford; Smart and Brown 3 in. to 7 in. SS & SC centre lathes; Adcock & Shipley; Victoria; Parkson horizontal and vertical milling machines; bending rolls; arc welder; pumps; transformers; compressors; generators; furnaces; shot blasting cabinets; presses; steadies; plain, inserted tooth, side face and form cutters; lathe tools, etc.; electrical and electronic spares and components; test sets; aircraft components and ground equipment; telescopes and binoculars; textiles; cameras and photographic equipment; household and office furniture; pallets; vehicle spares, including Austin, Morris, Bedford, Land Rover, AEC, Standard and Coventry Climax spares and components; engines; axles; bearings; wheels; tyres; electrical components; **mobile oxygen and nitrogen gas producing plant on** 8-wheeled trailers; 5-ton dropside trailers on four pneumatic tyred road wheels, and a large selection of other miscellaneous equipment.

MINISTRY OF PUBLIC BUILDING AND WORKS

SALE BY TENDER. Approximately 1,830,000 yards of Cotton and Flax Duck now lying at the Ministry's Supplies Division Store, Asher Lane, Ruddington, Notts. The goods are available to meet export orders only and successful tenderers will be required to provide such guarantees as the Ministry may deem necessary.

Applications for invitations to tender should be sent to the Ministry of Public Building and Works, Supplies Division (Disposals), Room 116, Southbridge House, Southwark Bridge Road, London, S.E.1, to arrive not later than Wednesday, December 20, 1967.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

SALE BY TENDER

THE COMMISSIONERS OF CUSTOMS AND EXCISE are prepared to receive tenders for the purchase of tobacco refuse of the following descriptions which may at any time during the year ending on 31 December, 1968, be in the Queen's Warehouses at London, Liverpool, Glasgow and Belfast, and may be at the disposal of the Commissioners:

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219	series shown in £ million			
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+33
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	161	131	163	183	163	+200	+112	+ 2	+ 6
1965 4th quarter	130	133	157	152	127	109	162	131	171	188	156	+ 89	+ 35	+19	+14
1966 1st quarter	131	134	166	155	130	110	160	135	165	180	154	+ 77	+ 53	+ 4	+19
2nd quarter	130	133	160	157	129	110	161	127	165	183	164	+ 50	— 11	—19	+26
3rd quarter	130	134	160	157	127	109	163	132	165	182	166	+ 96	+ 84	+25	—13
4th quarter	132	132	162	158	127	109	162	130	159	186	169	— 23	— 13	— 9	—24
1967 1st quarter	133	132	166	160	129	109	165	128	165	190	173	+ 48	+ 3	—10	+14
2nd quarter	132	133	166	162	129	109	174	127	179	199	185	+ 39	+ 4	—12	+14
3rd quarter						111									—20
1967 March		133				110									
April		133				109									
May		132				108									
June		133				110									
July		134*				110									
August		133*				111									
September						111									

	ORDERS		PRICES AND COSTS				LABOUR					
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry-		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1965 4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 1
1966 1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 35
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967 1st quarter	148	105	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 30
2nd quarter	148	108*	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—125
3rd quarter			139·8	+1·7	110·6*	134·6*	176·9	555	158		162	157	
1967 March	148	105	139·4	+3·5	111·2	133·6	171·9	467	184		157	156	
April	148	106*	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May	148	109*	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148	108*	140·9	+2·4	109·6	133·5	173·2	524	162		164	154	
July	147*	103*	140·1	+2·3	109·3	134·4	176·3	543	155		157	163	
August	147*	100*	139·7	+1·4	110·8	134·7	176·8	559	155		162	155	
September			139·6	+1·5	111·7*	134·8*	177·7	563	165		166	150	
October					112·1*	134·9*		541	176		163*	126*	

*Provisional. †Not seasonally adjusted.

General assessment of the economic situation*

(From the article on the economic situation to be published in Economic Trends, *November* 1967)

AFTER LEVELLING OUT in the second quarter, total demand has probably expanded in recent months. Output in the industrial sector, as measured by the provisional index of industrial production, was slightly higher in the three months June-August than in the previous three months. The rise in unemployment has been checked and there has been some rise in unfilled vacancies. Consumer spending has been rising, housebuilding continues at a high level, and total non-housing investment is on a firm upward trend. Since the middle of the year, the increases in the figures for retail sales, together with those for car registrations, hire purchase debt and bank advances, suggest that there has been considerable expansion in consumers' expenditure. Car sales in recent months have increased sharply after responding to the relaxation of the hire purchase controls early in June and at the end of August. On the other hand, tentative information suggests that stockbuilding has continued to be negligible. The dock strikes in Liverpool and London affected the export figures for the whole month of October and make it impossible to draw any useful conclusion on the true position and trends. The figures were seriously reduced by delays to cargoes at the affected ports or in transit to them. At Liverpool for example, which normally handles 20 per cent of British exports, fewer than 20 ships were cleared with cargo in the first 30 days of October, compared with 300 in October 1966.

Investment intentions

In the light of the Board of Trade's survey of investment intentions and information available for actual investment in the first half of the year, it now seems that investment in 1967 in both manufacturing and the distributive and service trades will be closer to 1966 levels than previously seemed likely. In manufacturing, investment may be in the region of 6 per cent less than in 1966; in the distributive and service trades only a very slight fall is now expected. The outlook for 1968 is for a small increase in investment in manufacturing and no marked change is expected in the distributive and service industries.

In the first six months of this year total fixed investment was about 6 per cent higher than in the first half of 1966; public investment rose sharply. Private investment has been broadly maintained; it was about the same as in the first half of 1966. Housing starts, indicating future investment, are well up on 1966 in both private and public sectors. Private housing completions in 1967 have remained at below 1966 levels, but they were higher in the third quarter than in the second.

Numbers of unemployed

The number of wholly unemployed excluding school leavers in October was 541,000. This was 22,000 lower than in September and about the same as in July. Although this decrease cannot be regarded as a conclusive indication of the extent of change in the underlying position, the rise in unemployment appears to have been checked. A further rise of 11,000 in the number of unfilled vacancies for adults also indicates a strengthening in demand for labour. In each region, the numbers wholly unemployed excluding school leavers were lower in October than in September. In most areas summer school leavers have been satisfactorily absorbed. In the House of Commons on November 7 the Chancellor forecast that the underlying trend of unemployment would be significantly downwards during 1968.

Hourly wage rates rose moderately in September, after near stability in August, which in turn followed a sharp rise in July at the end of the period of severe restraint. The retail price index has remained stable and in the last few months has actually declined, because of seasonal declines in the prices of foods. Manufacturers' selling prices were slightly higher in the third quarter, due almost entirely to the surcharge on oil products, after almost a year of very little change. The unit values of exports rose in the three months July-September, but the unit values of imports also rose, mainly because of higher prices for landed oil so that the terms of trade were unchanged.

Imports in October

Imports in October were not curtailed by the dock strikes to the same extent as exports. Imports of fuel, which were not affected by the strikes, were exceptionally high; and the effects of the strike on other imports were largely offset by diversion of shipping to ports in Great Britain not involved in the strikes and to ports on the Continent of Europe where some cargoes were transhipped. In addition, the import figures are distorted by the fact that many documents have continued to be filed with Customs, and recorded, even though the goods to which they relate have not been discharged from the ships.

The provisional index of industrial production was lower in August, but in the three months to August, there was a small rise overall compared with the previous three months, and a somewhat larger rise in manufacturing industry. This rise was due to increases in food, drink and tobacco, clothing and footwear, and miscellaneous manufacturing industries; there were declines in chemicals, metal manufacture, and vehicles.

Clearing bank advances, other than to the nationalized industries, rose by £72 million in October. Thus advances have gone up by £330 million since the upturn which began to appear after mid-April. This rise seems to reflect demand mainly from personal borrowers and from manufacturing industry. The demand for bridging finance for house purchase remains strong. Interest rates have continued on their upward course of recent months, and a Bank Rate of 6 per cent was re-introduced on October 19 and increased further to 6½ per cent on November 9 following recent increases in short-term interest rates at other international centres.

The gold and convertible currency reserves rose by £27 million during October. This rise occurred after receipt of the loan of rather over £37 million offered by three Swiss banks. During the month the United Kingdom's repayment liability to the IMF in December was further reduced, by £21 million, by sterling drawings by other countries. As a result, our repayment obligation in December has now been brought down to £91 million.

* *Unless otherwise stated, this report is based on seasonally adjusted data.*

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 *headings) and the Export List* (2,900 *headings); there are* 192 *specified countries of consignment.*

This fully detailed information is not published on a monthly basis, but when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 *Victoria Avenue, Southend-on-Sea (Tel. Southend (O.*702) 49421, *Ext.* 316 *for Imports and Re-exports. Ext.* 314 *for Exports, telex* 99112 *CUSEX Southend).*

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United Kingdom trade in October

THE DOCK STRIKES in Liverpool and London affected the trade figures for the whole month of October, and make it impossible to draw any useful conclusions on the true position and trends. The export figures were seriously reduced by delays to cargoes at the affected ports or in transit to them. At Liverpool, for example, which normally handles 20 per cent of British exports, less than 20 ships were cleared with cargo in the first 30 days of October, compared with 300 in October 1966. Imports of fuel, which were not affected by the strikes, were exceptionally high; and the effects of the strikes on other imports were largely offset by diversion of shipping to ports in Great Britain not involved in the strikes and to ports on the Continent of Europe where some cargoes were transshipped. In addition, the import figures are distorted by the fact that many documents have continued to be filed with Customs and recorded, even though the goods to which they relate have not been discharged from the ships; while exports which have accumulated in the docks have not been recorded.

Visible trade balance

The visible trade deficit in October was £107 million seasonally adjusted and excluding United States military aircraft. The deficit in September was £46 million, and the average for the eight months to August this year was £18 million.

Exports

Exports in October were £341 million, seasonally adjusted. In September they were £406 million. In the previous three months to August they averaged £426 million.

The importance of Liverpool for shipments to countries outside Europe and in particular the sterling area is reflected in the fall in exports to these areas in October.

Imports

Imports in October (excluding military aircraft from the United States) were £518 million, seasonally adjusted; including these aircraft they were £522 million. Fuel imports were £80 million, £4 million more than in September and £31 million more than in June-August. This reflects much higher prices (mainly because of higher freights) and a recovery in quantities after the disturbance to the flow in June and July caused by the Middle East situation. Other imports in October were £14 million less than in September and about £24 million less than the average in June-August.

Imports of food, drink and tobacco were lower in October, reflecting the importance to trade in these products of Liverpool and of some of the docks in London affected by the strikes.

There were reduced arrivals in October from the sterling area, North America and Latin America but increased imports from Western Europe and the 'Rest of World' area (reflecting a shift in the sources of oil supplies).

NOTES:

Visible trade balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts. The total current account in the balance of payments comprises two main components, the visible trade account and the invisibles account. The latter is usually in significant surplus; over the five years 1962-1966 it averaged £150 million a year.

(b) *Purchases of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

United Kingdom trade

Table 1A

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft etc.		
1964	368	475		13	—45
1965	394	479		14	—22
1966	420	496		16	— 9
1965 1st quarter	384	457		13	—12
2nd quarter	381	484		13	—41
3rd quarter	399	487		15	—25
4th quarter	412	489		16	—11
1966 1st quarter	416	507		16	—24
2nd quarter	395	495		16	—34
3rd quarter	426	513		16	—20
4th quarter	444	470	470	17	+41
1967 1st quarter	450	524	523	15	— 8‡
2nd quarter	434	535	530	15	—38‡
3rd quarter	425†	516†	512†	16	—19*‡
May	438	531	525	15	—27‡
June	418	524	521	14	—38‡
July	442	502	498	16	+10*‡
August	419	519	515	16	—21*‡
September	406†	531†	528†	16	—46*‡
October*	341	522	518	15	—107*
May-July	433	519	515	15	—18*‡
Aug.-Oct.*	388	524	520	15	—58*

† Excluding transactions relating to United States military aircraft financed by Exim Bank credit.
* Provisional estimates.
‡ Revised estimates.

Table 1B

Recorded Values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	419·7	489·0	15·0
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	458·2	472·0	17·3
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0†	507·8†	14·7†
August	377·8	529·8	14·0
September	375·0†	511·0†	14·7
October*	339·7	527·0	14·9

* Provisional estimates. †Revised estimates.

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WHOLESALE PRICE INDEX NUMBERS

Slight rise in prices in October

PRICES OF MATERIALS and fuel used in manufacturing industry rose further in October, reflecting increases in both the food and non-food sectors. The index for the non-food sector, which had been falling since the second quarter of last year, has regained part of this loss during the past three months. The increases in August and September were due mainly to higher prices for imported crude oil; the rise in the provisional index for October is mainly attributable to the increase in copper prices. In the food sector the provisional index for October was a little above the revised figure for the previous month and about the same level as in the third quarter.

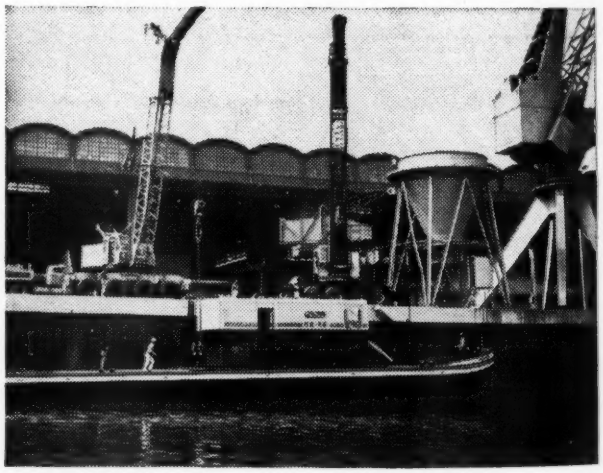
Output prices of home market sales of all manufactured products edged up a fraction more in October.

Materials and fuels used in broad sectors of industry

The rise in October, compared with the previous month, in prices of materials and fuel used in the food manufacturing industry, was almost entirely due to increased prices for imported sugar and home produced beet. There was a fall of over ½ per cent in the index for the chemicals and allied industries. Increases of about ½ per cent occured in the index number for the mechanical engineering and electrical machinery industries, mainly as a result of higher prices for copper and brass products. There was no change in the index numbers for the other non-food industries. Those for materials used in construction and in house building were marginaly up on the previous month.

Output of broad sectors of industry

An increase in the price of sugar was mainly responsible for the small rise in October in the output prices of the food manufacturing industry. In the non-food sector, the index for the paper industries declined slightly, the index for engineering and allied industries was a little firmer, but there were no signficant movements in any of the other individual sector index numbers.



The first Ruston-Bucyrus 110-RB Ward Leonard electric excavator to be fitted with a new AEI static control system giving increased output has recently been shipped to ENCI, Maastricht, the largest cement manufacturers in Holland. Picture shows the unloading of the largest unit of the 110-RB excavator at Maastricht after a 100-mile barge journey up the river Meuse from Rotterdam. The machine had to be partly dismantled for shipment due to its size and was rebuilt on arrival.

1. Materials purchased by broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966		1967			1966	1967							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Oct.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	111·1	110·0	109·8	108·5	108·3*	110·0	109·3	108·6	108·8	108·2	107·8	108·3	108·7*	109·1*
	Basic materials	105·8	104·3	104·0	102·7	102·6*	104·4	103·4	102·8	103·1	102·3	102·1	102·6	103·1*	103·5*
	Fuel	151·9	153·9	153·6	152·3	152·2*	153·6	153·6	152·7	152·0	152·0	152·0	152·2	152·2*	152·4*
Orders IV to XVI	Basic materials and fuel used in maunfacturing industry, other than food, drink and tobacco manufacturing industries	114·6	113·0	112·0	109·8	110·6*	113·3	111·2	109·9	110·0	109·6	109·3	110·8	111·7*	112·0*
	Basic materials other than fuel	108·0	105·8	104·6	102·2	103·3*	106·2	103·6	102·2	102·5	102·0	101·9	103·5	104·6*	105·0*
211 to 229	Materials and fuel used in the food manufacturing industries.	104·4	104·0	105·5	105·6	103·6*	103·6	105·2	105·6	105·9	105·1	104·8	103·3	102·8*	103·4*
263 to 277	Materials and fuel used in the chemicals and allied industries.	117·7	116·7	116·0	115·6	116·9*	117·1	115·9	115·5	115·4	115·8	116·4	117·0	117·3*	116·6*
331 to 349 (excluding 342) 361	Materials and fuel used in the mechanical engineering industries.	149·5	149·1	148·4	146·1	146·7*	149·1	147·5	145·9	145·8	146·4	146·6	146·5	146·8*	147·6*
	Materials and fuel used in the electrical machinery industry.	144·2	142·2	141·1	137·8	138·7*	142·2	139·7	137·7	137·6	138·1	138·0	138·7	139·3*	140·2*
Order X	Materials and fuel used in the textile industries	97·6	95·1	94·7	94·3	91·7*	95·2	94·8	94·5	94·6	94·0	92·5	91·2	91·3*	91·3*
Order XIV	Materials and fuel used in the timber industries	122·7	122·8	122·6	122·4	122·7*	122·8	122·6	122·4	122·5	122·4	122·6	122·7	122·8*	122·8*
Order XV	Materials and fuel used in the paper industries	114·9	114·8	113·9	113·6	113·8*	115·0	113·8	113·7	113·5	113·6	113·8	113·7	113·7*	113·7*
Order XVII	Construction materials	134·3	133·8	133·7	133·7	134·5*	134·0	133·7	133·8	133·7	133·7	133·9	134·4	135·1*	135·2*
Part of Order XVII	House building materials	135·2	134·9	134·8	134·7	135·7*	134·9	134·8	134·7	134·7	134·8	135·0	135·7	136·4*	136·5*

*Provisional figure.

2. Output of broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966		1967			1966	1967							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Oct.	Mar.	April	May	June	July	Aug.	Sept.	Oct.
Orders III to XVI	All manufactured products: Total sales	133·0	133·1	133·5	133·7	134·5*	133·0	133·5	133·7	133·6	133·6	134·3	134·6	134·7*	134·8*
	Home market sales	134·0	134·0	134·3	134·4	135·0*	133·9	134·3	134·4	134·4	134·2	134·8	135·1	135·2*	135·3*
Orders IV to XVI	Products of manufacturing industriaes, other thn food, drink and tobacco: Total sales	132·8	132·8	133·0	133·2	134·4*	132·7	133·0	132·2	133·1	133·2	134·1	134·5	134·6*	134·6*
	Home market sales	133·8	133·5	133·6	133·6	134·6*	133·5	133·6	133·6	133·6	133·5	134·4	134·7	134·8*	134·9*
211 to 229	Products of the food manufacturing industries: Home market sales	123·6	123·7	125·4	125·5	125·5	123·6	125·5	125·7	125·8	125·2	125·4	125·4	125·6	126·0
263 to 277	Chemicals and allied industries: Total sales	109·2	108·8	108·9	108·8	109·9*	109·1	108·9	109·0	108·7	108·7	109·4	110·1	110·2*	110·2*
	Home market sales	110·2	110·0	110·0	109·9	111·0*	110·1	110·0	110·0	110·1	109·7	110·4	111·2	111·4*	111·3*
311 and 312	Iron and steel industries: Total sales	136·6	136·2	136·2	136·4	136·7*	136·1	136·1	136·1	136·6	136·6	136·6	136·8	136·8*	136·8*
	Home market sales	142·1	142·0	142·1	142·1	142·1*	142·0	142·1	142·1	142·1	142·1	142·1	142·1	142·1*	142·2*
Orders VI to IX	Engineering and allied industries: Total sales	138·8	138·7	139·0	139·6	140·6*	138·4	139·0	139·3	139·4	139·8	140·3	140·7	140·7*	140·8*
	Home market sales	137·7	137·1	137·3	137·2	137·9*	137·1	137·3	137·3	137·1	137·1	137·6	137·9	138·1*	138·2*
Order X	Textile industries other than clothing: Total sales	113·9	113·7	113·5	113·7	112·6*	113·6	113·3	113·7	114·1	113·3	112·4	112·7	112·5*	112·7*
	Home market sales	112·6	112·0	111·6	111·2	110·6*	112·3	111·4	111·2	111·2	111·1	110·8	110·7	110·4*	110·6*
Order XII	Clothing and footwear: Home market sales	119·9	120·2	120·3	120·3	120·5*	120·1	120·3	120·2	120·3	120·4	120·4	120·5	120·5*	120·5*
Order XIV	Timber industries: Home market sales	125·6	125·7	125·6	125·3	125·4*	125·8	125·5	125·3	125·3	125·3	125·3	125·5	125·4*	125·4*
481 to 483	Paper industries: Home market sales	120·6	120·6	120·6	120·7	120·9*	120·6	120·5	120·6	120·8	120·8	120·8	120·8	121·0*	120·6*
Order XVII	New construction‡	140	140	141	142			141			142				

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

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WHOLESALE PRICE INDEX NUMBERS, *continued*

3 (a). Commodities produced in the United Kingdom – 1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 24, 1967.

(monthly averages)

	1966	1967			
	Oct.	April	Aug.	Sept.	Oct.
Coal†	169·6	174·1	169·2	169·2	175·2§
Slates	183·9	183·9	180·9	180·9	180·9
Salt	110·8	110·8	123·3	123·3	123·3
Flour	120·5	125·9	125·9	125·9	125·9
Sugar, refined	110·3	116·5	110·4	113·8	117·2
Chocolate and sugar confectionery	113·3	113·6	113·8	114·1	114·1
Beer	136·1	136·4	136·4	136·4	136·4*
Tobacco and cigarettes	154·6	154·3	154·3	154·3	154·3
Hard coke	186·5	186·5	186·5	186·5	186·5
Motor spirit, standard grade (including duty)	131·5	129·3	135·9	135·9	135·9
Medium fuel oil (950 secs.)	140·8	140·8	160·3	160·3	160·3
Lubricating oils and greases	131·3	131·2	134·6	134·6	134·6
General chemicals	104·7	103·0	104·0	104·4*	104·5*
Pharmaceutical chemicals	57·7	57·2	57·4	57·5	57·6*
Pharmaceutical preparations	103·2	103·1	103·1	103·0*	103·1*
Toilet preparations	148·7	148·7	149·8	149·8*	150·1*
Paint for building and decorating	116·8	116·5	116·6	116·6	116·6*
Soap	154·9	154·8	153·6	153·6*	153·6*
Soapless detergents	106·4	106·4	101·8	101·8	101·8*
Synthetic resins and plastic materials	74·4	73·5	73·6	73·7*	73·8*
Steel sheets	137·9	137·9	137·9	137·9*	137·9*
Tinplate	130·5	129·8	129·8	129·8*	129·8*
Other steel goods (excluding tubes)	141·6	141·7	141·7	141·7*	141·7*
Steel tubes	151·7	151·9	151·9	151·9*	151·9*
Iron castings	156·1	156·2	156·3	156·4*	156·5*
Aluminium and aluminium alloy products:					
Extruded and drawn	151·9	151·8	151·8	151·8	151·8
Rolled	142·2	142·2	142·2	142·2	142·2
Castings	152·8	152·8	155·5	155·5	155·5
Forgings	144·7	144·7	144·7	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	166·5	139·1	149·5	150·6	155·9
Photographic paper and films, etc.	125·7	125·7	128·2	132·2	133·3
Spectacles, etc.	140·4	140·4	140·4	140·4	140·4*
Dental goods	147·6	147·5	149·7	149·8	150·3*
Gramophone records	146·5	146·5	146·5	146·5*	146·5*
Domestic electrical appliances	103·4	103·2	103·2	103·2*	103·2*
Perambulators, etc.	130·7	131·2	131·2	131·3	133·0
Tools and implements	156·4	157·3	160·7	160·7	161·6

	1966	1967			
	Oct.	April	Aug.	Sept.	Oct.
Cutlery	139·9	140·0	140·0	140·0*	140·0*
Cutlery (other than razors and razor blades)	150·8	151·2	151·2	151·2	151·2
Spoons and forks	168·2	168·2	171·6	171·8	172·7*
Galvanzied cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	171·2	176·3	176·3	176·9	177·2*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5
Cotton yarn	99·4	97·9	97·9	97·8	97·7
Spun rayon yarn	102·7	101·2	99·5	99·1*	99·1*
Irish linen yarns (wetspun)	128·9	125·3	120·8	120·8	122·1
Cotton cloth	107·3	105·7	105·0	105·2*	105·3*
Linen	137·3	139·2	138·2	137·7	137·0*
Wool tops	77·1	72·8	68·8	66·3	63·4
Worsted yarns	96·2	94·4	91·5	85·0	84·3*
Harris tweed	115·3	115·3	115·3	115·3	115·3
Serge cloth	102·8	102·4	102·4	102·4	††100·8
Jute yarn	137·4	137·2	133·1	132·8	130·2
Jute piece-goods	147·6	147·6	147·6	147·6	147·6
Rope, twine and net	119·5	118·6	118·4	117·9*	117·7*
Hosiery and other knitted goods	103·2	102·8	102·4	102·3*	102·3*
Carpets and rugs	131·7	131·8	131·8	131·8*	131·8*
Canvas goods and sacks	114·9	107·0	102·0	102·0	101·0*
Leather for footwear	128·5	125·0	122·1	122·1	121·9*
Travel goods	136·9	138·2	135·9	136·1	136·1
Made-up clothing	119·2	119·3	119·6	119·6*	119·6*
Weatherproof outerwear	107·4	107·3	107·2	107·2*	107·2*
Men's and boy's tailored outerwear	121·5	121·7	122·3	122·2*	122·3*
Women's and girl's tailored outerwear	117·6	117·5	117·9	117·9*	117·9*
Women's and girls' light outerwear	116·8	117·3	118·0	118·0	118·0*
Footwear (excluding rubber)	120·5	120·7	120·8	120·7*	120·8*
Refractory goods, including bricks	150·3	150·3	150·5	150·7*	150·7*
Non-refractory goods, including bricks	133·7	133·7	136·1	136·5*	136·5*
Building bricks, common, other than fletton, *ex works*	141·4	141·1	144·1	144·6	144·6*
Building bricks, fletton common, *delivered*	120·0	120·0	123·5	123·5	123·5
Electrical porcelain	137·6	137·6	137·6	137·6	137·6
Domestic china and earthenware	161·7	161·9	161·9	163·1*	163·3*
Glass (other than containers)	142·7	142·7	143·4	144·5*	144·5*
Glass containers	130·7	130·7	129·3	129·3	129·3
Cement, delivered	128·0	128·0	130·1	132·0	132·0

*Provisional figure. †This index is based on prices ruling on the last day of the month. §Revised figure for July 1967 = 169·2. ††Revised figure.

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3 (a) *(Continued).* **Commodities produced in the United Kingdom – 1954=100**

(monthly averages)

	1966	1967			
	Oct.	April	Aug.	Sept.	Oct.
Abrasive paper and cloth	132·1	132·1	132·1	134·4	134·4
Cast stone and cast concrete products	117·9	117·9	117·9	117·9*	117·9*
Home-grown hardwood	107·8	107·0	107·0	107·0*	106·8*
Domestic furniture	127·9	127·6	127·6	127·6*	127·5*
Bedding, etc.	120·6	119·4	119·4	119·4*	119·2*
Wooden boxes, packing cases, crates, etc.	130·4	130·0	129·0	128·6	128·8*
Paper and board	115·4	115·0	115·5	115·5*	115·5*
Cardboard boxes, cartons and fibreboard packing cases	123·5	123·4	123·4	123·9	122·8*
Wallpaper	138·0	142·7	142·7	142·7	142·7*
Paper bags	123·3	122·4	122·4	122·4*	122·4*
Manufactured stationery	128·0	128·0	128·0	128·0*	128·0*
Other manufacturers of paper and board	114·4	115·7	116·1	116·1*	116·1*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0
Rubber goods (other than tyres and tubes)	122·8	122·7	123·0	123·1*	123·1*
Rubber footwear	135·4	135·4	137·3	137·3	137·3
Linoleum and felt base	151·4	151·4	151·4	151·4	151·4
Brushes and brooms	145·4	145·5	145·7	145·7*	145·7*
Toys and games	132·6	132·6	132·8	132·9*	132·9*
Sports equipment	144·5	144·8	145·2	145·2*	145·2*
Pens and pencils	116·2	116·2	116·2	116·2*	116·2*
Other stationers' goods	136·5	136·5	136·5	136·5	136·5
Plastic mouldings	106·9	108·1	108·3	108·4*	108·0*

*Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom – 1954=100

(monthly averages)

	1966	1967			
	Oct.	April	Aug.	Sept.	Oct.
Hides and skins §	113·5	102·1	87·7	88·9	86·4
Imported §	125·0	115·4	98·6	100·9	96·8
Native	96·1	82·2	71·3	70·8	70·8
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	186·0	145·1	152·4	154·6	166·1
Lead, ex-ship, wharf or warehouse†	88·0	85·3	87·7	85·4	85·0
Nickel, refined, delivered	131·9	144·3	144·3	148·7	158·9
Tin, ingot, min. 99·75 per cent, settlement price	169·4	168·9	165·9	164·6	165·3
Zinc, ex-ship, wharf or warehouse	128·3	126·1	124·6	122·7	122·4
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	102·6	101·6	109·6	118·4	123·6
Palm oil, c.i.f., in bulk	103·0	101·8	101·8	101·8	101·8
Whale oil, acid, soft, naked, ex-works	60·0	41·8	42·8	43·7	41·9
Pyrites, c.i.f., United Kingdom ports	69·6	69·3	75·0	77·8	75·7
Rubber, No. 1 R.S.S. one month future	92·2	85·5	80·3	77·5	81·8
Sulphur, crude (for acid making), c.i.f.	139·7	122·9	121·5	121·5	121·5
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	155·6	155·0	158·5	157·8	161·2
Cotton, raw	64·4	66·2	67·5	68·3	68·8
Jute, raw, 'Export Firsts', c.i.f. Dundee	157·2	161·1	154·4	152·8	152·1
Jute, raw, "Export Lightnings, c.i.f. Dundee	161·7	165·1	142·7	141·6	141·2
Silk, raw, delivered mill	188·3	188·6	211·6	213·4*	213·7*
Sisal, East Africa No. 1 Grade, c.i.f. London	91·9	88·1	74·9	73·7	75·2
Wool, raw	80·3	77·4	70·0	70·0	69·8*
Crossbred, medium and coarse, c.i.f. UK	84·5	80·9	72·5	70·7	70·7*
Crossbred, fine, c.i.f. UK	84·2	80·8	72·8	72·3	72·3*
Merino, c.i.f. UK	76·5	74·9	67·8	69·0	69·0*
Timber:					
Imported hardwood (ex-yard or wharf)	118·2	119·4	120·4	120·8*	121·0*
Imported plywood (delivered to consumers)	116·9	113·1	111·4	111·7	111·7
Imported softwood (delivered to consumers)	118·9	118·0	118·3	118·3	118·3
Woodpulp, imported	100·7	100·4	100·5	100·5*	100·5*

*Provisional figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.
§Revised series from September.

NOTES ON WHOLESALE PRICES

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ALL MANUFACTURING INDUSTRY

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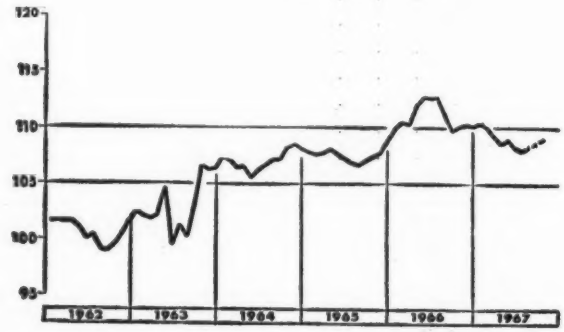
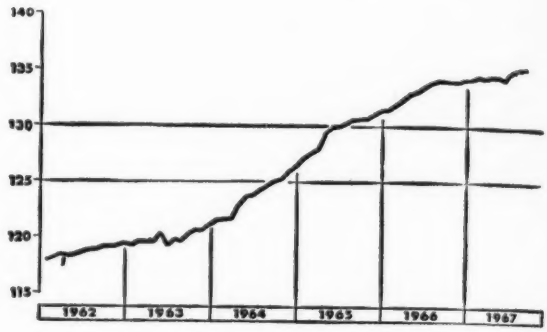
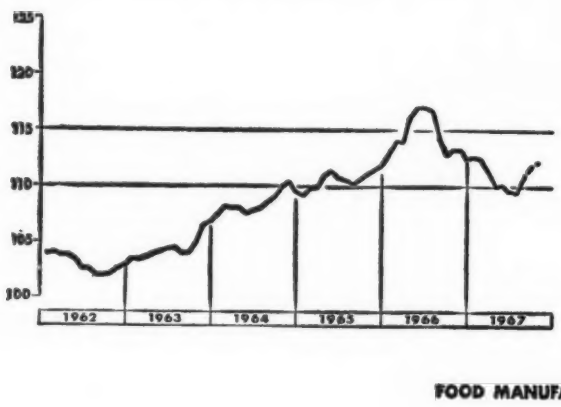


OUTPUT (HOME MARKET)



MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED



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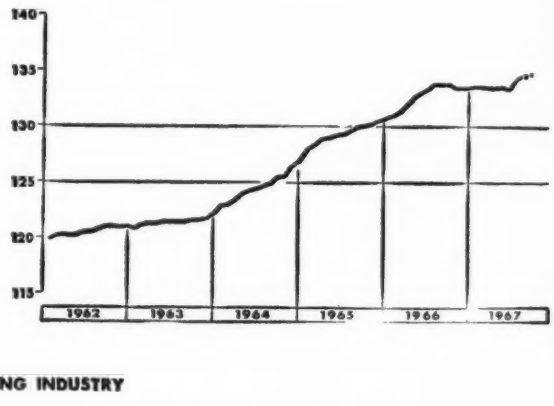
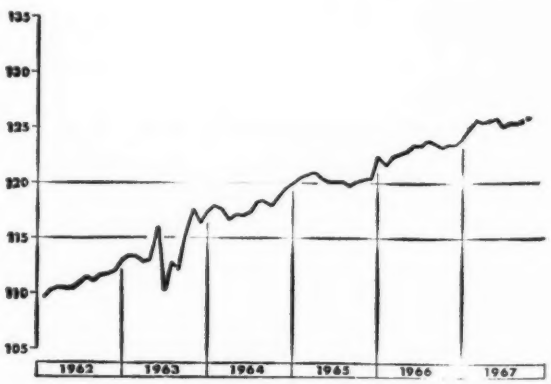


FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

OUTPUT (HOME MARKET)



The chemical industry in the first half of 1967

THE FOLLOWING information brings up to date an article entitled 'The Chemical Industry in 1966' which appeared in the *Board of Trade Journal* of May 19, 1967, page 1303.

The seasonally adjusted index of production in the chemical industry, comprising the sectors listed in Table I, averaged 174 points in the first half of 1967, an increase of about 2¼ per cent over the second half of 1966 as compared with the increase of 3½ per cent between the two halves of 1966.

Production in sectors of the industry

Comparing output in the first six months of 1967 with that in the corresponding period of 1966, the sectors covering fertilizers, organic chemicals, plastics materials and pharmaceutical preparations, each showed increases above the average for the industry as a whole. In these periods the growth rate of both plastics materials and pharmaceutical preparations (8 and 9 per cent respectively) was little changed from that of the first half of 1966 over a year earlier, but there was an increase of nearly 9 per cent in production of organic chemicals, compared with an increase of 3 per cent between the first halves of 1966 and 1965; the decline of 4 per cent in fertilizer production in the first six months of 1966, compared with the corresponding period of 1965 has now been reversed, 1967 showing an increase of more than 10 per cent over 1966. Although production of inorganic chemicals and other basic chemicals rose by less than the average of the industry as a whole, nevertheless, these sectors each achieved increases of some 5 per cent during the first six months of 1967 over the corresponding period of 1966, in comparison with an increase of 1 per cent in each case for 1966 over 1965. Still comparing the first six months of 1966 and 1967, production of soap and detergents rose by nearly 3 per cent, toilet preparations by 4 per cent and paint and varnish by nearly 1 per cent, while vegetable and animal oils and fats, continuing their downward trend, fell by nearly 4 per cent. Dyestuffs, which had decreased considerably between the first halves of 1965 and 1966, fell only slightly in the first half of 1967 when compared with a year earlier.

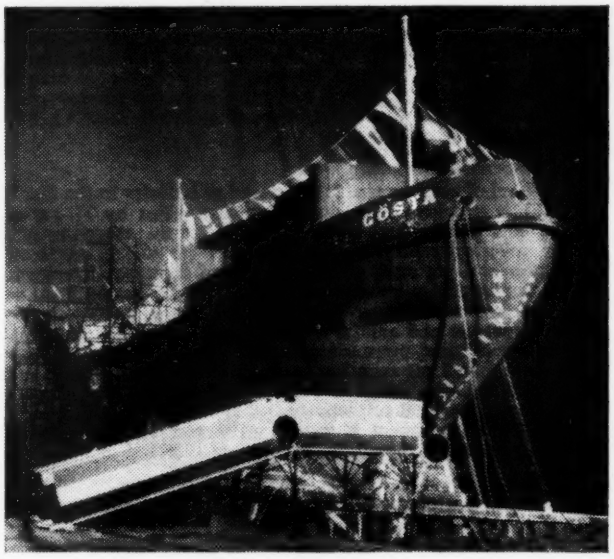
Imports and exports

The value of imports in the first half of 1967, at current prices, increased by 7 per cent (or £11.6 million) over those in the same period a year earlier. In the largest sector by value, chemical elements and compounds, which, in both period accounted for over 40 per cent of the total, imports were 14 per cent higher. There was, however, a fall of 4 per cent in imports of plastics materials, the second largest sector by value, accounting for nearly 20 per cent of the total in 1967 and 22 per cent in 1966. The value of imports of fertilizers in the first six months of 1967 was 32 per cent higher than in the same period of 1966, an increase in monetary terms of £3.2 million. Imports of dyeing, tanning and colouring materials increased by 13 per cent or £1.1 million, essential oils, etc., by 5 per cent or £0.4 million and medicinal and pharmaceutical products remained unchanged between the two periods under review.

Exports during the first six months of 1967 totalled £265.1

(*Continued on next page*)

ICE-BREAKING TUG FOR SWEDEN



A tug which will complete a £750,000 export order to Sweden was launched under floodlights earlier this month at the Selby shipyard of Cochrane and Sons Limited. The 95-ft. vessel, the 'Gosta', is on order from the Gothenburg Towage and Salvage Co. Limited, of Gothenburg, whose vessels are part of the famous Red Tug fleet. Two other similar icebreaking tugs – all designed to perform harbour duties under extreme weather conditions in the Baltic and also to carry out North Sea towing operations – have already been completed by Cochranes as part of the export order. They are the 'Axel' and 'Uttern' which the 'Gosta' will follow into service next January.

Table 1. Production in the chemical industry

	Per cent weight (c)	Index of Production 1958 = 100							
		1962	1963	1964	1965	1966	1966		1967
							Jan-June	July-Dec.	Jan-June
Dyestuffs	3·9	135	149	179	171	158	158	158	157
Fertilizers	4·2	119	128	131	133	129	134	125	148
Other chemicals:									
Organic chemicals (a)	11·0	165	191	220	232	246	242	250	263
Inorganic chemicals	10·6	124	130	142	150	152	152	153	155
Other chemicals, gases, etc.	19·1								
Explosives	5·1	121	129	137	141	145	147	142	156
Miscellaneous chemical industries (b)	5·2								
Plastics materials	7·8	169	192	222	241	255	259	251	279
Paint and varnish	9·3	110	115	123	124	125	131	119	132
Pharmaceutical preparations	10·8	142	152	165	187	206	207	206	226
Toilet preparations	3·4	129	141	152	154	161	149	174	155
Soap, detergents, etc.	6·4	108	105	110	106	107	108	107	111
Vegetable and animal oils and fats	3·2	110	110	106	106	102	106	97	102
Total chemical industry	100·0	131	141	154	161	167	168	166	178
Total chemical industry seasonally adjusted		131	141	154	161	167	164	170	174
Total all UK productive industry seasonally adjusted		115	119	128	132	133	134	133	133

(a) Including coal tar chemicals. (b) Adhesives; polishes; insecticides; disinfectants, etc.; printing ink. (c) Per cent of net output (excluding amounts paid for services) in 1958.

THE CHEMICAL INDUSTRY, *continued*

million, at current prices, an increase of 17 per cent (or £37.9 million) above the figure for the first six months of 1966. There were rises in all sectors and the largest sector, by value, chemical elements and compounds, was 14 per cent (or £7.7 million) higher. In other important sectors by value, viz., dyeing, tanning and colouring materials, medicinal and pharmaceutical products, essential oils and plastics materials, there were increases of 11, 18, 20 and 14 per cent respectively.

Manpower and investment

The level of employment in the chemical industry in the first half of 1967 is provisionally shown as having fallen by 1½ per cent, compared with the first half of 1966. With the exception of the sector covering explosives and fireworks (in which employment rose by over 4 per cent) all sectors showed decreases. Employment in the largest group, chemicals and dyes, fell by nearly 2 per cent, and there was a similar decline in the number of persons employed in the vegetable and animal oils, soap, etc., group. In the pharmaceuticals and toilet preparations group the decrease amounted to little more than 1 per cent, but employment in the plastics materials, paint and printing ink and polishes, adhesives, etc., groups fell by 2, 3 and 5 per cent respectively.

New fixed investment is provisionally reckoned to have been some 9 per cent less than in the first half of 1966.

Table 2. Movement in prices in the chemical industry, 1962-1967

(1954 = 100)

	1962	1963	1964	1965	1966	Jan-June 1967
Materials and fuel used (a)	105	107	111	117	117	116
Total sales (a)	103	103	105	108	109	109
Home market sales (a)	105	105	107	109	110	110
Of which:						
General chemicals	102	100	100	101	103	103
Pharmaceutical preparations	99	98	100	101	103	103
Plastics materials	78	77	76	75	75	74

(a) Including the Lubricating Oils and Greases sector (Minimum List Heading 273) in addition to the Chemical Industry as defined in the rest of this article (Minimum List Headings 271-277 of the Standard Industrial Classification, 1958).

Prices

The price index of total sales in the chemical industry remained at the same level in the first six months of 1967 as in the year 1966. Prices of home market sales (and within this category, general chemicals and pharmaceutical preparations) also remained stationary, although the prices of plastics materials fell by nearly 1½ per cent. There was a fall of 1 per cent in the price index of materials and fuel used. (Table 2 refers.)

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Summary of activity at aerodromes in the United Kingdom and Channel Islands during July

COMPARISONS OF air activity between July 1967 and the same month of 1966 are distorted by the effect of the seamen's strike which continued into July 1966. Traffic, particularly freight, was then exceptionally high and extra services were flown. More meaningful comparisons can therefore be made with July 1965.

Passenger traffic at United Kingdom aerodromes in July 1967 was 1 per cent higher than in July 1966, but 19 per cent higher than in July 1965. The number of passengers at London area airports was 22 per cent higher than in July 1965 with increases of 17 per cent at Heathrow and 45 per cent at Gatwick.

Air transport movements at all United Kingdom aerodromes in July 1967, although 2 per cent less than in July 1966, were 7 per cent higher than in July 1965. The average annual rate of growth over the last few years was 4 per cent. At London area airports there was an increase in air transport movements of 13 per cent over July 1965 with increases of 11 per cent at Heathrow and 25 per cent at Gatwick.

The amount of freight picked up and set down at United Kingdom aerodromes was 20 per cent lower in July 1967 than in July last year, but 10 per cent higher than in July 1965, compared with an average rate of growth over the last five years of 11 per cent. In July 1967 compared with July 1965 there was an increase at London area airports of 29 per cent, the same as at Heathrow. At Gatwick the increase was 36 per cent.

Detailed figures for July 1967 are given in the table below.

		Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
		Total	Air Transport	Total	Terminal	Transit	Metric tons	
BOT and other UK aerodromes	1967	133,552	68,011	3,345,480	3,253,677	91,803	45,262·3	2,896·7
	1966	125,989	69,073	3,309,268	3,210,275	98,993	56,468·2	3,151·9
London area aerodromes	1967	36,209	28,771	1,836,753	1,811,033	25,720	23,197·0	2,074·8
	1966	35,124	27,567	1,787,122	1,763,962	23,160	23,693·5	2,213·4
*London (Heathrow)		24,385	23,046	1,487,478	1,464,499	22,979	21,322·8	2,022·4
*London (Gatwick)		8,685	5,608	347,062	344,321	2,741	1,812·0	52·4
*Stansted		2,737	38	2,049	2,049	—	62·2	—
Westland Heliport, London		402	79	164	164	—	—	—
Other UK aerodromes:								
Aberdeen (Dyce)		650	384	15,402	13,134	2,268	25·9	8·4
*Belfast (Aldergrove)		3,056	2,496	132,462	132,137	325	1,302·3	204·7
Benbecula		134	100	3,497	1,540	1,957	11·2	2·7
*Birmingham		6,008	1,826	84,685	82,401	2,284	301·4	—
*Blackpool		6,279	1,270	38,072	37,260	812	63·1	—
Brough		312	120	2,416	2,289	127	1·6	—
*Bournemouth (Hurn)		3,206	105	2,498	2,498	—	4·1	—
*Bristol (Lulsgate)		4,313	1,264	29,666	19,565	10,101	173·6	—
*Cambridge		6,438	123	1,850	1,351	499	128·3	—
*Coventry		2,542	74	2,489	2,348	141	6·0	—
*East Midlands (Castle Donington)		3,327	899	31,585	31,327	258	90·8	0·8
*Edinburgh (Turnhouse)		5,433	1,143	70,119	68,848	1,271	186·1	99·5
*Glamorgan (Rhoose)		3,101	948	24,937	23,220	1,717	24·0	—
*Glasgow (Abbotsinch)		4,622	3,905	193,929	191,992	1,937	844·9	152·0
Hawarden		436	200	1,333	949	384	11·7	—
Inverness (Dalcross)		342	208	7,392	5,730	1,662	18·0	—
Islay (Port Ellen)		84	77	1,860	1,844	16	8·4	3·7
*Isle of Man (Ronaldsway) (3)		2,765	2,462	86,666	85,668	998	332·2	20·4
Kirkwall		286	256	8,835	7,944	891	43·7	22·9
*Leeds/Bradford		5,842	1,205	42,247	40,939	1,308	143·5	—
*Liverpool		4,413	1,871	60,008	57,907	2,101	1,030·3	59·1
*Luton		5,600	1,257	76,591	75,333	1,258	78·1	—
*Lydd		2,529	2,456	17,550	17,550	—	6,906·4	—
*Manchester		6,035	4,336	213,317	204,867	8,450	2,309·9	205·5
*Newcastle (Woolsington)		2,745	981	51,750	50,730	1,020	162·1	—
Penzance Heliport		412	410	8,416	8,416	—	5·5	1·4
*Portsmouth		1,204	394	11,820	11,820	—	0·2	—
*Prestwick		2,436	1,462	81,972	62,655	19,317	707·2	14·9
Scilly Isles (St. Mary's)		470	410	8,416	8,416	—	5·5	1·4
*Southampton		2,257	1,684	40,564	40,326	238	1,649·0	—
*Southend		4,913	4,000	134,790	134,790	—	5,424·9	—
Stornoway		261	104	4,559	4,274	285	10·3	5·9
Sumburgh		178	96	3,797	3,795	2	15·1	11·0
Swansea		1,824	172	1,818	1,652	166	—	—
*Tees-side (Middleton)		2,451	173	3,327	3,094	233	34·2	—
Tiree		148	136	988	807	181	1·6	0·4
Wick		291	233	7,104	3,228	3,876	4·2	7·2
Channel Islands aerodromes (4)	1967	..	7,517	273,512	252,681	14,831	1,944·6	—
	1966	..	7,323	282,466	269,203	13,263	2,238·0	..
Alderney		..	451	4,624	4,624	—	10·6	..
Guernsey		..	2,317	74,658	61,113	7,545	536·2	..
Jersey		..	4,749	194,230	186,944	7,286	1,370·8	..

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the CI Airports authorities.
* = UK Customs Airports. .. = Not available. — = Nil or negligible.

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Turnover of the catering trades, laundries and dry cleaners and hairdressers in September 1967

IN THE third quarter of 1967 the value of the turnover of the catering trades increased by 2 per cent compared with the third quarter of 1966, much the same increase as was recorded in the first half of the year. The corresponding figures for laundries and dry-cleaners showed no increase in the third quarter – compared with a 1 per cent increase in the first half – and there was a 1 per cent increase in the turnover of hairdressers in the third quarter, compared with a 2 per cent increase in the first half of the year.

For these service trades as a whole, turnover in September showed much the same change compared with September 1966 as did turnover in the rest of the third quarter, to the corresponding quarter of 1966.

Catering trades

The turnover of licensed hotels and holiday camps made some recovery in September with a 4 per cent increase, compared with September 1966, in contrast with the relatively little change recorded in the corresponding figures for the previous three months. The turnover of restaurants, cafes and fish and chip shops was well maintained in September at 2 per cent higher than in 1966, but for the quarter as a whole, turnover was still showing much smaller increases than have been achieved in recent years. The third quarter turnover of public houses showed some recovery compared with the increase recorded in the second quarter of the year. The turnover of canteens, on the other hand, continued to fall short of the level reached in 1966.

Laundries and dry-cleaners

The turnover of laundries and dry-cleaners continued to be dull, with only 1 per cent increase on the September a year earlier, compared with small decreases in the previous two months. The turnover of dry-cleaners in September showed a 3 per cent increase, compared with the corresponding figures for September 1966, but this may be due to the earlier onset of colder weather or other exceptional seasonal factors.

Hairdressers

The turnover of both men's and women's hairdressers continued to be rather dull in September, showing an increase of only 1 per cent, compared with the corresponding figures for 1966, much in line with the change for the third quarter as a whole, but rather less than the increases reported earlier in the year.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1964 = 100

Kind of business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967		100	115	131		95	98	104	108	111	123	133	133	128			
	1966	+5	+7	+6	+5	+3	+7	+5	+9	+6	+7	+5	+5	+4	+6	+3	+5	+3
	1967	+2*	+4	+1	+2		+4	+4	+5	−1	+1	+2	+3	+2	+2			
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967		82	120	158		74	79	90	97	116	143	161	166	149			
	1966	+5	+6	+4	+6	+5	+8	+3	+6	+2	+7	+4	+5	+6	+8	+6	+4	+5
	1967	+3*	+7	+3	+1		+4	+8	+9	+1	+4	+3	−2	Nil	+4			
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967		100	110	134		95	102	102	107	105	117	132	137	133			
	1966	+5	+6	+5	+4	+4	+6	+4	+7	+3	+7	+5	+5	+3	+5	+2	+5	+4
	1967	+1*	+3	Nil	+1		+2	+4	+3	Nil	−1	+1	−1	+2	+2			
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967		103	117	127		99	101	109	111	114	124	131	128	123			
	1966	+6	+9	+8	+6	+4	+7	+7	+11	+9	+7	+6	+6	+4	+7	+3	+6	+3
	1967	+3*	+6	+1	+4		+5	+5	+6	−3	+1	+3	+7	+4	+3			
Canteens (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967		108	105	95		109	110	105	111	107	100	94	90	99			
	1966	+2	+4	+2	+2	−1	+2	+3	+6	+3	+1	+2	+3	+2	+2	Nil	−1	−2
	1967	−2*	−2	Nil	−3		+2	−1	−6	+7	−3	−3	−1	−3	−4			

*January-September.

(a) The periods covered by the monthly index numbers consists of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The September 1967 period ws the five weeks from August 27, 1967, to September 30, 1967, the September 1966 period was from August 28, 1966, to October 1, 1966.

(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

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Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a)

1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS: (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	126	121	128	128	125	112	122	127	121	135	129	131	125	127	134	128	117
	1967		122	131	128		118	126	121	130	131	130	130	125	128			
	1966	+4	+6	+3	+3	+4	+2	+7	+8	+1	+4	+4	+3	+3	+2	+4	+5	+3
	1967	+1*	+1	+2	Nil		+5	+3	—5	+8	—3	+1	—1	—1	+1			
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	123	121	124	123	123	116	122	123	118	129	126	128	121	122	129	126	116
	1967		120	127	123		120	123	117	126	128	127	128	121	121			
	1966	+3	+4	+3	+2	+3	+1	+6	+5	+2	+3	+4	+3	+2	+2	+3	+4	+3
	1967	+1*	—1	+2	Nil		+4	+1	—5	+7	—1	+1	+1	Nil	Nil			
Dry-cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	130	121	135	135	129	106	121	134	127	144	134	137	133	136	141	131	117
	1967		125	137	135		114	131	128	138	137	136	134	130	140			
	1966	+5	+9	+4	+4	+5	+3	+9	+14	—1	+7	+5	+4	+5	+3	+5	+6	+4
	1967	+1*	+3	+1	Nil		+8	+8	—4	+9	—5	+1	—3	—2	+3			

*January-September.
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification.
See note (a) to Table 1.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a)

1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	115	110	116	118	118	105	108	114	115	118	114	120	118	116	115	113	125
	1967		114	117	119		110	113	116	117	118	117	122	121	117			
	1966	+3	+4	+2	+3	+3	+3	+2	+6	+1	+4	+1	+4	+3	+3	+3	+2	+3
	1967	+2*	+4	+1	+1		+5	+5	+2	+1	+1	+2	+1	+2	+1			
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	110	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	120	112	117	124	126	114	110	112	114	117	120	126	124	123	122	118	136
	1967		117	119	127		119	117	115	115	118	123	130	126	125			
	1966	+4	+3	+4	+5	+4	+3	+2	+4	+6	+5	+2	+4	+5	+6	+4	+4	+3
	1967	+3*	+4	+2	+2		+4	+6	+3	+1	+1	+3	+3	+2	+1			
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	114	109	115	116	116	102	107	115	115	118	113	118	117	113	113	112	121
	1967		112	117	117		107	112	117	117	119	115	119	119	114			
	1966	+2	+4	+1	+3	+2	+2	+3	+6	—1	+4	Nil	+3	+2	+3	+2	+2	+2
	1967	+2*	+4	+1	+1		+5	+5	+2	+1	+1	+2	Nil	+2	+1			

*January-September.
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification.
See note (a) to Table 1.

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Assets and liabilities of hire purchase finance companies

AT THE END of September 1967, hire purchase, credit sale and other instalment debt owed to finance companies was £781 million. This showed a rise of £17 million, the first increase since the second quarter of last year but outstanding debt was still £102 million below the level at the end of September last year. The increase in the third quarter owed little to seasonal influences but largely reflected the increase in the level of new credit extended, particularly for purchases of cars, following the relaxation of hire purchase restrictions early in June. Among the other selected assets the only significant movements were an increase of £8 million in holdings of other securities which was almost offset by a fall of £6 million in other advances and loans. As a result of these changes there was an increase of £18 million in the total of selected assets.

The most important change in selected liabilities during the third quarter was a fall in total deposits of £27 million which was balanced by an increase of a similar order in the total of other borrowing. The fall in total deposits was brought about by a decrease of £29 million in deposits made by overseas residents; the much smaller increases and falls in the other holdings of deposits tended to balance. The rise in other borrowing of £28 million was almost entirely accounted for by an increase of £26 million in borrowing from United Kingdom banks. With increases of £11 million in issued capital and reserves and £5 million in unearned finance charges, the total of selected liabilities in the table rose by £17 million in the quarter.

Selected assets and liabilities of finance companies

£ million

Selected Assets	Holdings at Dec. 31, 1963	Dec. 31, 1964	Dec. 31, 1965	Dec. 31, 1966	Mar. 31, 1967	June 30, 1967	Sept. 30, 1967
Assets with United Kingdom financial institutions other than banks	9	9	7	12	11	11	10
Trade investments and investments in unconsolidated subsidiaries	32	41	54	52	48	58	58
Other securities	19	20	20	35	13	*20	28
Hire-purchase, credit sales and other instalment credit outstanding (1)	659	803	894	807	768	764	781
Other advances and loans	77	117	133	120	125	128	122
Total of Selected Assets	796	990	1,108	1,026	965	*981	999
Selected Liabilities							
Bills discounted with United Kingdom banks and discount houses	62	111	114	121	99	90	90
Deposits by:							
(a) United Kingdom Banks	71	84	106	85	92	103	95
(b) Other United Kingdom financial institutions	30	55	61	76	69	65	69
(c) United Kingdom non-financial companies	175	203	255	262	214	219	228
(d) Other United Kingdom residents	42	66	96	115	107	104	101
(e) Overseas residents	72	86	136	131	134	130	101
Total deposits	390	494	654	669	616	621	594
Other borrowing:							
(a) United Kingdom Banks (net) (2)	85	116	113	47	80	67	93
(b) Other United Kingdom financial institutions	6	7	7	3	4	8	9
(c) United Kingdom non-financial companies	1	2	2	1	1	1	1
(d) Other United Kingdom residents	8	7	6	5	5	6	7
(e) Overseas residents	1	—	—	—	—	—	—
Total other borrowing	101	132	128	56	90	82	110
Unearned finance charges	71	88	96	81	81	81	86
Issued capital and reserves (3)	151	172	174	180	182	179	190
Total of Selected Liabilities	775	997	1,166	1,107	1,068	1,053	1,070

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
*Revised figures.
— Indicates less than £0·5 million.

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Orders in the footwear industry

THE REVIVAL in footwear ordering, noted in August, continued in September and in the third quarter of 1967 net new orders received were 17 per cent more than in the same quarter last year. At the end of September, the order books were 4 per cent higher than at the end of September 1966. Deliveries in the third quarter were provisionally estimated at 1 per cent less than in the third quarter of 1966.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1965 1st quarter	36·7	16·5	16·2
2nd quarter	42·9	17·9	15·8
3rd quarter	32·8	13·3	16·7
4th quarter	39·9	19·6	17·3
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter*	29·9	11·9	15·9
1966 July	39·3	8·0	15·2
August	34·5	9·4	14·2
September	28·7	13·2	19·0
October	30·2	19·4	17·9
November	34·7	22·0	17·5
December	33·9	11·2	12·0
1967 January	33·4	13·9	14·4
February	35·9	20·4	17·9
March	40·5	20·6	16·0
April	41·6	17·8	16·7
May	44·6	17·1	14·1
June	41·9	12·0	14·7
July*	34·6	7·2	14·5
August*	31·4	11·4	14·6
September*	29·9	17·0	18·5

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
*Provisional.

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British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the six weeks ended October 7, 1967:

Distributors' earnings submitted:		
High cost films	£1,013,650	
Low cost films:		
Eligible (after multiplying by 2½)	£26,917	
Not eligible for 2½ times rental	£2,444	
		£1,043,011
Films of less than 3,000 ft. (after multiplying by 2½)		£105,765
		£1,148,776
Levy collections paid to Agency by HM Customs and Excise to October 30, 1967, together with an estimate of collections approximately covering entertainments for six weeks ended October 7, 1967		£654,000

The eleventh interim allocation for the tenth distribution period will be at the rate of 56 per cent.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, November 10, 1967.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Mining Review No. 3 – 21st Year	Br/E 32725	11	November 6	Data Film Distributors Ltd.	National Coal Board.
Light on East Anglia	Br/E 32728	21	November 6	Columbia Pictures Corp. Ltd.	Associated British-Pathe Ltd.
Dolly Story	Br/E 32729	25	November 6	Paramount Film Service Ltd.	Forster, Burrows, Amram Ltd.
Berserk	Br/E 32732	96	November 10	Columbia Pictures Corp. Ltd.	Herman Cohen Productions Ltd.
Pathe News 67-89	Br/E 32327	8	November 10	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-90	Br/E 32328	7	November 10	" " "	" "
Movietone News 2004	Br/E 32461	7	November 10	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2004A	Br/E 32462	7	November 10	" " "	" "
FOREIGN					
The Big Mouth	F 32726	107	November 6	Columbia Pictures Corp. Ltd.	Jerry Lewis Productions Inc.
Dead Heat on a Merry-Go-Round	F 32727	107	November 6	" " "	Crescent Productions Inc.
Waterhole 3	F 32730	95	November 8	Paramount Film Service Ltd.	Paramount Pictures Corp.
Watch Your Car (Beware Automobile)	F 32731	93	November 9	Connoisseur Films Ltd.	Mosfilm Studio, Moscow.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in September showed a decrease of 7 per cent on a year earlier, compared with decreases of 4 per cent and 7 per cent in August and July respectively.

For the third quarter as a whole sales were 6 per cent lower than a year earlier.

The value of stocks at the end of September was 7 per cent lower than a year earlier.

Notes:

These statistics are prepared by the Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier

	Value of sales (Total Home Trade)		Value of stock (at end period) (b)	
		%		%
1965 Year	113	+ 1	..	..
1966 Year	110	— 3	..	..
1966 4th quarter	128	— 7	140	+18
1967 1st quarter	92	— 8	158	+ 8
2nd quarter	91	— 9	137	Nil
3rd quarter	104	— 6	149	— 7
1966 September	149	— 6	161	+ 8
October	144	— 3	150	+11
November	133	— 6	149	+14
December	107	—14	140	+18
1967 January	67	— 6	143	+15
February	89	— 3	154	+ 9
March	120	—13	158	+ 8
April	95	— 8	150	+ 7
May	89	—13	151	+ 5
June	88	— 6	137	Nil
July	73	— 7	142	— 4
August	100	— 4	148	— 7
September	138	— 7	149	— 7

Table 2. Analysis by department

Percentage changes compared with a year earlier.

	Sales		Stocks (b)
	Sept. 1967	Jan. 1 to Sept. 30	Sept. 1967
	%	%	%
Women's knitted outerwear, blouses and skirts	—13	—12	—10
Women's coats, costumes, furs and raincoats	—15	—16	—33
Women's underwear	—18	—15	—15
Women's hose and children's socks	— 7	+ 3	+28
Women's millinery	—11	—10	—15
Haberdashery, ribbons and wool	— 8	— 9	—21
Children's wear	Nil	— 7	—11
Men's and boys' shirts, pyjamas and outfitting	— 1	— 9	—10
Gloves	—14	—20	— 2
Piece-goods and nets	—13	— 7	—19
Household textiles	— 7	— 9	—21
Floor-coverings, furniture and hardware	— 2	— 5	—11
Grand total (a)	— 7	— 8	— 7

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

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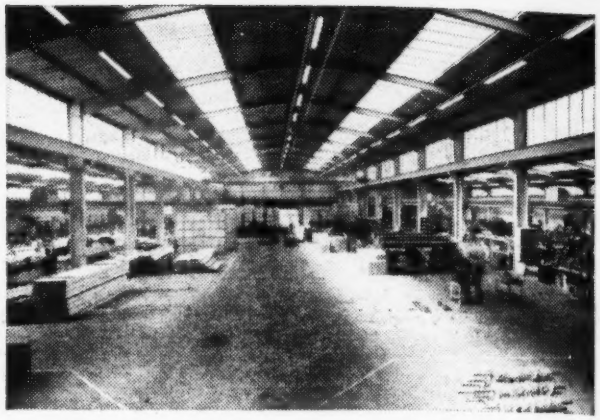
Rubber for July 1967
Tools and Implements for July 1967
Wood Chipboard for September 1967

Quarterly at 7s. 6d. a year, post free:

Watches and Clocks for April-June 1967



The new £320,000 erecting shops of Butterworth and Dickinson Ltd. (an associate company of the Wilson & Longbottom Group, Barnsley), are designed largely to meet the growing export markets of the group. Over 70 per cent of the group's textile machinery goes overseas. The new erecting shops were opened by Mr. J. H. Shaw, chairman of the Wool Textile Delegation, and chairman of the East and West Ridings Committee, CBI, on October 31.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 5547 – message to be prefixed for COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklanrs Avenue, Cambridge. (Cambridge 58911 – Telex 81187.

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading. (Reading 55621 – Telex 84126 – prefix 'for COI').

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, 1. (Bristol 21071 – Telex 44203).

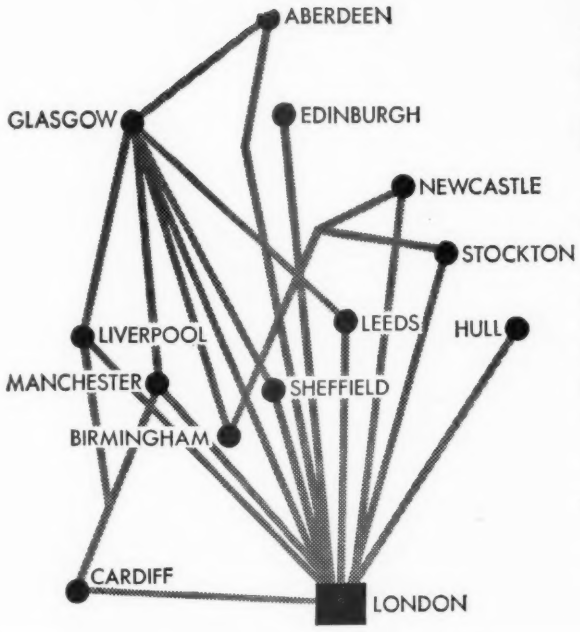
MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).



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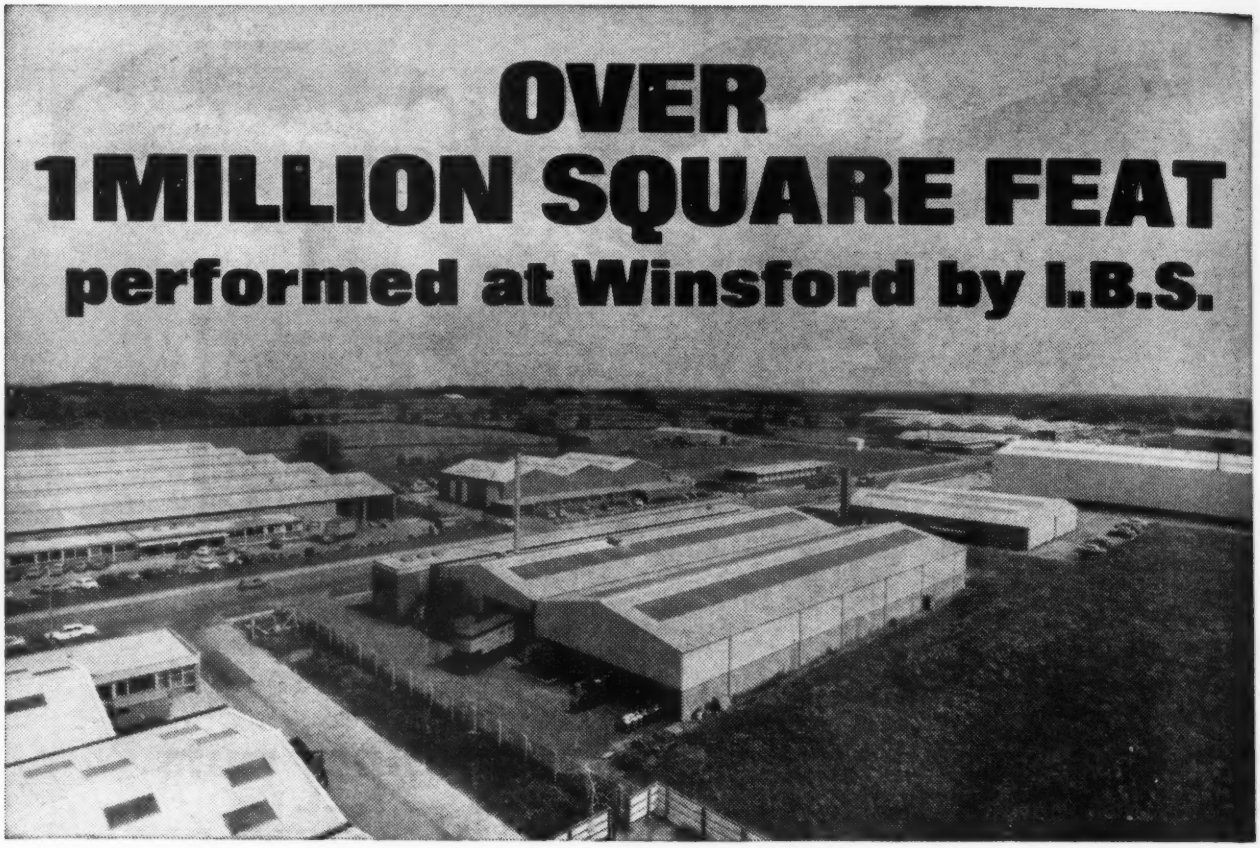

Since 1961, I.B.S. have been entrusted by the Winsford Urban District Council (Development Director Mr. N. F. E. Browning, D.P.A. (Lond.), F.C.C.S., F.R.V.A.) with building projects on the Winsford Industrial Estate for 30 companies, involving on this site alone a total floor area of more than 1 million square feet. The work has been very varied, ranging from complete factory units to suit both heavy and light industries to individual office blocks and canteens.

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HB

Exhibitions and Fairs

Sports equipment for Malta trade fair

IT IS PROPOSED that Britain's participation at the Malta Trade Fair, to be held July 1-15, 1968, should be based on the theme of sports equipment; the Board of Trade will be able to assist about 15 firms wishing to exhibit their goods. The firms will each be provided with an exhibition stand built on about 150 square feet in the British pavilion and will be allowed, among other things, a contribution towards travelling expenses.

The joint venture will probably be sponsored by the Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W.1, and those firms wishing to participate should write to the Federation by December 8 at the latest. Further information can be obtained from the Board of Trade, Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Ext. 2356) or from the Federation (01-437 7281).

In addition to the 330,000 people living in Malta, the number of tourists is rapidly increasing, from 12,500 in 1959 to 73,000 in 1966 and over 53,000 in the first seven months of 1967. There are 6,000 hotel beds at present; these will be increased to 14,000 in 1972 with 13 new hotels in the current pipeline.

Britain's participation in the 1967 Malta Fair was based on equipment for the hotel and catering industries, and it is thought that sports equipment manufacturers are the most likely branch of British industry to benefit by exhibiting in 1968. Firms taking part can approach the Fair with the two main objectives of selling directly to the 150,000 Maltese who can be expected to visit the Fair, and of building up importer/agency relationships.

Export-conscious exhibitors at the Caravan Exhibition

THE INTERNATIONAL Caravan Exhibition, at Earls Court, London, the British caravan industry's 'shop window', has for the past fortnight been displaying the latest and most up-to-date versions of these holiday homes, ranging from small compact tourers to 'super homes' with six centrally heated rooms and built-in playrooms. Final figures were not available at the time of going to press, but at the end of the third day attendance was 30 per cent up on the same period last year.

Most export orders for the industry are negotiated at the trade shows held earlier in the year, but the exhibition was given an encouraging send-off by the announcement of export orders for some 5,000 caravans worth £1.8 million. The largest of these was for 2,750 caravans and mobile homes placed with Caravans International by a Dutch importer; among other export orders were Willerby Caravans £100,000; Thomsons (Caravans) £100,000; Ace Caravans, who won an order from Denmark for 400 trailer caravans worth £300 each; Astral Caravans £100,000; Estuary Caravans £100,000.

The caravan industy is very export-conscious and exports roughly one-third of its production per year. Nearly all of these exports are touring caravans, but manufacturers at the exhibition agreed in saying that there appeared to be an enormous export potential in static as opposed to mobile holiday homes, which are still largely unknown on the Continent although extremely popular in Britain; exporters are hoping that a boom in residential caravan exports may follow. Astral Caravans, who now export 75 to 80 per cent of their production, said that they saw good opportunities for the sales of static caravans in Holland and Germany, and for residential caravans in France and Germany. Ace Caravans, who export mainly to Denmark and Sweden, said that they were working on increasing their sales to the Common Market countries, while Estuary are concentrating this year on opening up sales to Finland and to Portugal – which they describe as a virtually unexplored market.

An original way of rewarding the impressive export efforts of its British dealers has been chosen by the parent company of this firm – 16 day's holiday in San Francisco, Las Vegas and Miami!

The exhibition, which closes on November 18, was organized jointly by the National Caravan Council and the *Daily Mail*.

Polish exhibition of journals

AN exhibition of Iliffe-NTP International journals is being staged in Warsaw from November 14-22 by Iliffe-NTP Overseas Ltd., the central administrative body for International Business Press Associates. Opened by the British Ambassador to Poland, Mr. T. Brimelow, CMG, OBE, the exhibition is administered in Warsaw by Clifford Welch, managing director of INO, and by INO executive Geoffrey Wilson. Other representatives from INI include Tony Severn, deputy managing director, Tothill Press; Frank Smith, editor of *Machinery Lloyd and Electrical Engineering* and of *Production Methods and Machines;* and John Shaw of Kelly-Iliffe.

Arranged in conjunction with the General Technical Federation of Poland (NOT) the exhibition will feature more than 60 INI journals serving a selected group of industries including electronics, automation, chemistry and chemical engineering, plastics, mechanical handling, building, communications and transport and textiles.

The exhibition will be held in the NOT headquarters, Warsaw. Ten large display panels will each present a group of journals covering a specific industry and there will be panels giving a general introduction to INI and its publications and illustrating the marketing services offered by International Business Press Associates whose member companies represent leading trade and technical publishing groups in nine countries. Inquiries at the exhibition will be dealt with at an information kiosk manned by English/Polish speaking personnel.

British craft centre for Detroit

THE large S.L. Hudson Company store at Detroit, United States, is setting up the first permanent Crafts Centre of Great Britain ever to be established overseas. It will be there to give demonstrations and help sales.

This Centre in Detroit will be similar to its parent the Crafts Centre in Covent Garden, selling all sorts of products from small workshops, and the Hornsey type of jewellery to rugs, to bookbinding, to china and glass.

This was announced by Mr. George Darling, Minister of State, Board of Trade, when he presented awards at Goldsmiths Hall, London, for jewellery design, on November 13. Mr. Darling added that the Henry Birks Store in Montreal were pursuing a similar scheme starting in August 1968 and negotiations were going well in two other big stores over there.

'These British Crafts Centres in North America will be a most valuable stimulant to our national reputation for quality. Some of the new merchandize specially made to satisfy these North American purchases of some $35,000 will be exhibited at the Covent Garden Crafts Centre as part of the Camden Festival next March, before going to America. Crafts are selling again abroad and at home. I am told that the current pottery show at the London Crafts Centre has sold out its first seven days. This sort of approach to selling and designing products is something which I am genuinely very pleased to hear about.

5th Intercontex, Amsterdam

A report from the British Embassy, The Hague

INTERCONTEX is a bi-annual international trade fair for ladies' outerwear, foundation garments, children's clothing and fabrics. Admission is by invitation only. Twice daily at the 5th Intercontex, which took place from October 15 to 18, a fashion presentation was held consisting of one or two garments from each manufacturer.

On 186 well-designed stands, the Spring 1968 collections of 203 manufacturers were displayed. About a third had come from abroad. The majority of the foreign firms were from Germany with 39 manufacturers. Britain was represented by seven manufacturers.

In comparison with previous fairs the number of visitors, at 10,342, was rather disappointing. Four hundred of them were from abroad. Furthermore, the general opinion was that business was slack, and it was felt that the recession in the clothing trade in the Netherlands showed little improvement.

Nevertheless two of the British manufacturers' agents said that, as far as they were concerned, Intercontex was a success. In fact one of them said that thanks to this year's fair he had taken orders worth twice as much as his whole turnover last year.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

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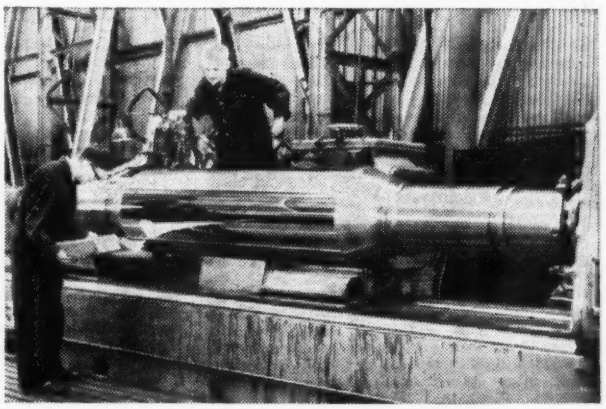
BRITISH TOYS FOR CHRISTMAS

A display of about 2,000 British toys and games that will be on sale in the stores and shops at Christmas time was held last week at the Strand Palace Hotel by the British Toy Manufacturers Association. The object of the display was to obtain world-wide publicity for British toys at the most important buying time of the year. Exports of British toys in the first half of 1967 increased by £1,380,000 over the first six months of last year to reach a record £85,000,000, said Mr. Ralph Ehrman, chairman of the British Toy Manufacturers Association, at the display.



Firth Brown have been invited by the Czechoslovak Ministry of Heavy Industry to participate in the British Engineering Days in Prague (November 13-17). Firth Brown's range of forged steel rolls are now exported to over 40 countries throughout the world. This picture shows final grinding operations being carried out on a 4-ton work roll at the Atlas Works of Firth Brown Limited.

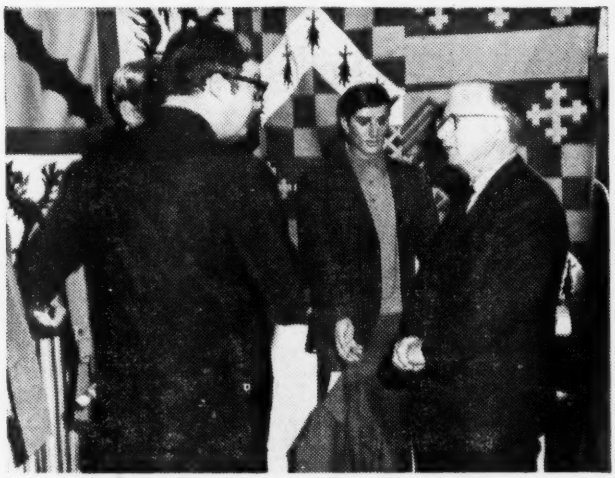
PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Two American buyers, Miss Sally Lawson (fashion co-ordinator of the Genesco Shoe Division, New York) and Mr. E. G. Smith (president of Trostel Milwaukee, Wisconsin) with Mrs. S. P. Barrow of Barrow, Hepburn & Gale Ltd., one of the British exhibitors at the Leather and Allied Industries Exposition, New York. The exhibition was organized by the Leather Institute in conjunction with the Board of Trade.



Sir Richard Powell (right), Permanent Secretary to the Board of Trade, with Mr. John Sarsfield, meanswear merchandiser, Clothing Export Council, on a visit to the British Menswear Group display at the National Association of Men's Sportswear Buyers' Spring Market Exhibition in New York. The British group was sponsored by the Clothing Export Council and assisted by the Board of Trade.

British tanners exhibit at American Leather Exposition

A report from the British Consulate-General, New York

THE BRITISH leather industry, whose exports to the United States continue to increase steadily, made further inroads into the American market recently when representatives of the industry took part in the Leather and Allied Industries Exposition at the New York Hilton Hotel from October 31 to November 2. This was the second year in which a representative group of British tanners took stands at the November leather show organized by the Tanners Council of America.

The exhibition is primarily for tanners, shoe fabric manufacturers and other suppliers to the footwear manufacturing industry, but a wide range of leathers for other purposes is also displayed. Leather buyers from all over the United States, as well as from Canada, attend the exhibition which is held in New York each May and November. Foreign exhibitors were located on the same floor as some of the American tanners but occupied a separate area in which the British stands were included.

The 14 British firms showing at the exhibition were taking part in a joint venture arrangement with the Board of Trade under the sponsorship of the Leather Institute, whose director, Mr. Guy Reakes, organized the group's participation.

The Leather Institute and British Leather Federation had a combined display featuring a magnificent three-dimensional leather mural depicting the patron saint of the shoe industry. Leather products displayed by the British tanners included traditional and high fashion leathers for footwear, luggage and saddlery leathers and moroccos in a variety of colours and textures.

Although buyer traffic through the show was not particularly heavy, business was quite brisk on several of the British stands. Most of the United Kingdom exhibitors considered that participation in an event of this kind was well worth while even though in many cases their products were already being sold in the market through agents and importers. Personal visits to the market by the tanners gave support to their distributors and enabled them to keep in closer touch with new trends and developments in the industry in the United States.

A personal visit to the British stands at the exhibition was made by Mr. Anthony Rouse, the British Consul-General in New York, who was accompanied by Mr. Ronald Arculus, director of trade development. They met several representatives of British firms who had previously taken part in last year's November exhibition and discussed trade prospects with both buyers and exhibitors on the stands.

Buyers 'seek out' British group at American Menswear display

A report from the British-Consulate General, New York

THE VALUE of maintaining regular contact with American customers was stressed by several British menswear manufacturers showing recently at the National Association of Men's Sportswear Buyers (NAMSB) Spring Market Exhibition in New York. Most of the British exhibitors had their first introduction to the American market earlier in the year when they took part in the NAMSB's Fall Market Show in April. Their second visit within six months enabled them to follow up contacts with American buyers made at the previous show, and it was encouraging to find the British group were being sought out by buyers at what was predominantly an American clothing manufacturers' exhibition.

The NAMSB's biannual exhibitions attract more than 7,000 menswear store buyers from all over the United States as well as some store buyers from Canada, Bermuda and Caribbean countries. About 400 clothing manufacturers, mostly American, exhibit at the show and the displays range over a wide field of menswear apparel with the main accent on sportswear. The show is visited mainly by buyers from menswear specialty stores placing orders for the following selling season. Prompt deliveries are therefore essential for business written at the show.

The venue for the NAMSB's Spring Market Exhibition was the New York Sheraton Atlantic Hotel to which extensive alterations have now been made to accommodate shows of this type. This new location for the exhibition enabled it to be held all under one roof which proved to be a welcome innovation for buyers and exhibitors alike. The showrooms spread over eight floors of the hotel, with the grand ballroom being used for a panorama fashion variety show in which Broadway actors featured some of the menswear on display at the exhibition.

The British group at the exhibition was again sponsored by the Clothing Export Council under joint venture terms with the Board of Trade, and was led this time by Mr. Alan Comfort of J. Comfort and Co. Ltd., neckwear manufacturers. Mr. John Sarsfield, menswear merchandiser for the CEC, again acted as liaison officer for the group and welcomed buyers in the British hospitality room where a representative collection of the group's merchandise was on display. Buyers were then conducted to the individual exhibitors' showrooms which were ranged in close proximity. Buyer traffic was good and business brisk during most of the show and it was estimated that there were well over a 1,000 visitors to the British showrooms. One of these was Sir Richard Powell, Permanent Secretary to the Board of Trade, who took advantage of a brief stop-over in New York to call on the British exhibitors. (Later he visited StanGib Ltd., another British enterprise in New York which, in association with Stanley Gibbons Ltd. of London, act as the philatelic representatives of the General Post Office in the American market.)

IGEDO, Düsseldorf— 'a continental shop-window'

A report from the British Consulate-General, Düsseldorf

WITH THE ACCENT on costumes, coats, ensembles and dresses for Spring and Summer 1968, the 75th IGEDO International Fashion Trade Fair, Düsseldorf, the last of its kind in 1967, got off to a very quiet start and remained pretty much so throughout the five days, October 25 to 29. There was a little more activity on Saturday, October 28, and some considerable buying was reported. Of the 1,300 exhibitors from 17 countries, over 900 were in the halls, the rest holding private showings in their own showrooms in the city. A total of nearly 20,000 buyers, of which 2,000 were from countries outside Germany, visited the Fair – somewhat fewer than in October 1966. As usual, buyers from Scandinavia were in strong attendance, but the number of buyers from Germany's neighbours Holland and Belgium were down on last October. Of the 285 foreign exhibitors the strongest were from France (36) and Great Britain (26). Then followed Italy with 18, Holland 14, Israel 11 and Belgium 9. Other countries with exhibitors were Japan, India, Morocco, Andorra, Denmark, Finland, Spain, Switzerland, Austria, Hong Kong and the United States.

The British contingent was in the form of two joint ventures. The Clothing Export Council had stands in halls F, D and C, and the Leicester and County Chamber of Commerce had a stand in Hall C. Both groups were sponsored by the Board of Trade in co-operation with the British Consulate-General in Düsseldorf. The Leicester group showed ranges of knitted garments and hosiery. Their attractively designed joint stand was extremely functional, allowing buyers to walk unhindered from one firm's exhibits to another's. Members of the Clothing Export Council on the other hand exhibited either in small groups or on single stands, and showed a wide variety of goods ranging from coats and costumes to bridal wear.

The slowness of buying, which was generally apparent, indicated that most of the large retail concerns and the purchasing co-operatives were continuing with their policy of 'wait and see', i.e. placing only small initial orders but with the option to repeat later if and when stocks fall sufficiently. This policy has been pursued since 1966, when the slow-down in the German economy began to make itself felt in the consumer goods trade.

German buyers on this occasion chose with caution, and mostly from German manufacturers, but buyers from other countries sought out British firms, and in some cases expressed their intention of visiting Britain and placing orders there, again indicating IGEDO's value as a 'continental shop-window'.

For the second time, a 'Boutique International' was held in which one British firm took part. The object of this 'fair within a fair' is to show garments suitable for the specialized boutiques in the large shopping centres.

On October 27, HM Consul-General Mr. J. M. Fisher, accompanied by HM Consul (Commercial) Mr. C. W. Blackman, visited all the British participants.

Despite the quietness of the Fair in general, many British exhibitors expressed their intention to return in the Spring of 1968 when there are two events – the 76th IGEDO in March and the 77th IGEDO in May.

Mitsukoshi and Seibu store promotions — 'British boom in Tokyo'

TWO EXHIBITIONS held during October at leading department stores in Tokyo have done much to create what the main Japanese newspapers have called 'a British boom' in Tokyo this autumn. Both exhibitions – one at the Mitsukoshi Department Store centring on Admiral Nelson and the other at the Seibu Department Store featuring the Coronation robes of Queen Victoria as well as many other fine items from the Victorian period – were mounted with the support of the Board of Trade with the excellent co-operation of several British museums and of the naval Commander-in-Chief, Portsmouth. A great many of these valuable items had not previously been seen outside this country.

They proved enormously popular. HIH Princess Chichibu in her capacity as Honorary Patron of the Japan/British Society performed the opening ceremony at both exhibitions and it was estimated that they were seen by over a million people. Both Mitsukoshi and Seibu obtained excellent publicity for their promotions in the press, on radio and television – almost to the point of saturation – and this without doubt ensured the success that was obtained.

Not only did the visitors come in their thousands to see Britain depicted as it was, and is, but also to make purchases from a wide selection of British consumer goods which were on sale and prominently featured in the stores. British furniture and textiles had a large part in these sales as did foodstuffs, drinks, giftware, toys and costume jewellery. British worsteds were also popular and the 'Scotch House' at the Mitsukoshi was a great success. British quality goods have long enjoyed a high reputation in Japan and these promotions have given this a further boost. Whilst the impact of the promotions produced very encouraging sales for British manufacturers, it was clear that there is still a good deal of scope to expand the range of British consumer goods stocked and sold by Japanese stores and a potentially rewarding market exists for such products as good modern furniture, furnishing fabrics, carpets, high quality tableware including silver, china and glass and for British foodstuffs.

In a letter to the President of the Board of Trade, Mr. Seiji Tsutsumi, president of the Seibu Department Stores Ltd., thanking him and all those concerned for the splendid assistance given to his store for their 'Great Britain Promotion', speaks enthusiastically of the great interest the promotion created in Tokyo and also of the gratifying sales of British merchandise; he is convinced that the presence of the exhibition in Tokyo for this promotion has added to the fund of goodwill that already exists between the two countries.

Keen inspection of some of the British clothes on display at the IGEDO Fashion Trade Fair, Düsseldorf. Though German buying was cautious on this occasion, buyers from other countries sought out British firms and in some cases expressed their intention of visiting Britain to place orders there.

'FORUM'

'Forum' is the magazine of the GATT International Trade Centre, Geneva. Published quarterly, with intermediate trade supplements, it spotlights some of the problems faced by developing countries as they try to increase their export earnings. Prospects for increasing their trade with developed countries and some of the facilities which the latter have made available, e.g. training in export promotion, are also written up. 'Forum' appears in English, French and Spanish and reaches 18,000 *individuals and organizations throughout the world, free of charge.*

Requests for copies should be addressed direct to the GATT International Trade Centre, Villa le Bocage, Palais des Nations, 1211 *Geneva* 10. *General inquiries about the work of the Centre may be addressed to its Director, Mr. H. L. Jacobson, at the same address, or to the United Kingdom Liaison Officer for the Centre, Mr. G. Wilcock, at the Board of Trade, Room* 461, 1 *Victoria Street, London, S.W.* 1 (*Tel.* 01-222 7877, *Ext.* 2438).

A 24-inch gas main was recently laid under the River Test...

(...and it didn't even tickle the trout!)

At Nursling, near Southampton, they have just completed a very delicate operation—laying a new 24 inch diameter gas main under the famous trout river, the Test.

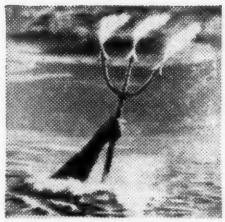
The main was necessitated by the increased demand for High Speed Gas in the Southern Gas Board area—the care was needed to avoid disturbing the trout.

The Test is 67 feet wide and 7 feet deep at Nursling.

During a suitable break in the season a trench was dug across the river bed to a depth of 18 feet below the surface and divers dammed the trench on either side while the pipe, prefabricated on the bank and encased in concrete, was laid.

The banks and beds of the river will soon be restored; the scars will heal and this lovely valley will show no sign of this latest development in the gas industry's efforts to bring more and more heat to everyone.

In the new age of High Speed Gas many such changes will be necessary. They will all be carried out with the same concern for the countryside and its inhabitants.



HIGH SPEED GAS...more and more heat for everyone

اننا نخدم لتوفير احتياجات الخليج وتموينها بشتى انواع البضائع كما واننا اخصائيين وفنيين لسنين عديدة مضت والآن وبالتعاون مع :-

الشركة الفنية العمانية ص٠ ب مسقط ، عمان ▪ **الشركة الفنية والتجارية** (امارات الساحل) ص٠ ب ٤٩ دبي ثاني مرشد **والشركة الافريقية والشرقية** (ش٠أ) **المحدودة** ص٠ب ٤٩ ابوظبي ▪ **المانع وشركاه** ، ص٠ب ٤٩ ـ الدوحة قطر ▪ **شركة البحرين الفنية والتجارية** ص٠ب ٤٩ ، البحرين ٠

اننا اخصائيون فى التأمين ووكلاء لشركة اطلس للتأمين المحدودة وشركة نورثورن للتأمين المحدودة كما ولنا خبرة فى التهوءة والتبريد ، والتركيز ومقاولات تصليح ونعمل فى التجارة العامة على اساس السنين الطويلة من خبراتنا لاحتياجـــات الخليـــج

الشركة الافريقية والشرقية (ش٠أ) المحدودة
ص٠ب ٤٩ ـ البحرين

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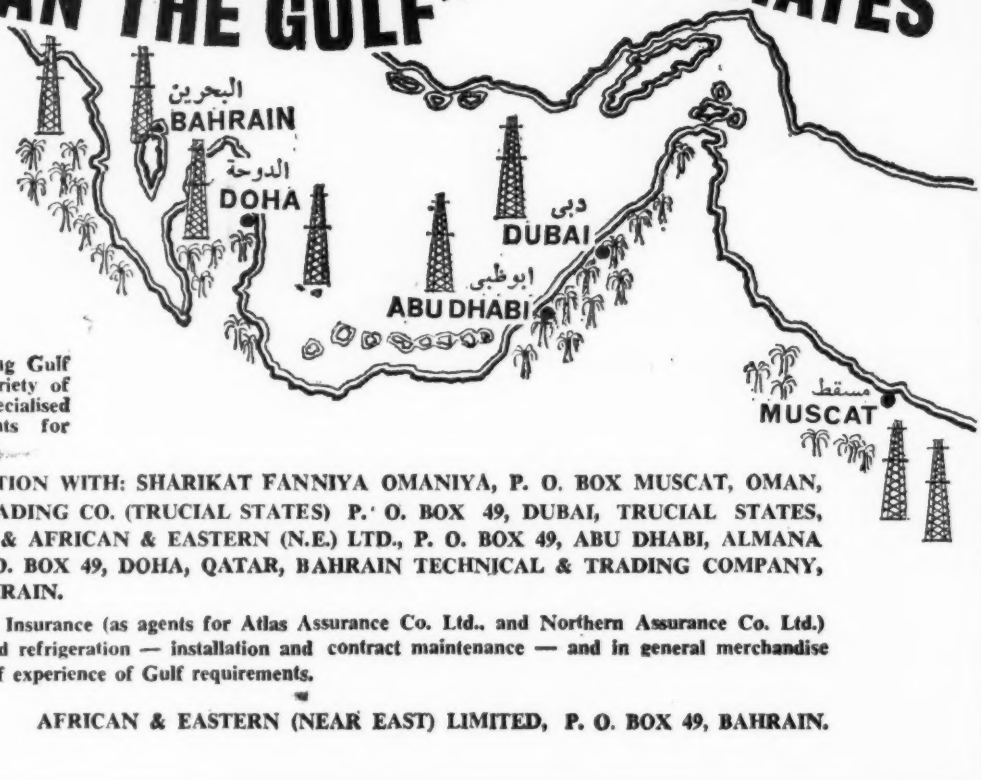

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Overseas Trade and Exports

The Sultanate of Muscat and Oman

by D. Pragnell, British Consulate-General, Muscat

THE SULTANATE of Muscat and Oman is by far the largest of the Gulf States, having a seaboard of nearly 1,000 miles, an area of 82,000 sq. miles and an estimated population of about 750,000. The people live mostly in three main areas: the coastal belt along the Gulf of Oman known as the Batinah; in valleys of the central highlands; and around Salalah in Dhofar, where the Sultan himself lives.

Exports

Before the advent of oil the main exports were dates, dried limes and fish with some tobacco leaf and frankincense. The total annual value of exports of these commodities amounts to about £800,000, and there is no reason to expect this figure to alter in the near future.

Petroleum Development (Oman) Ltd. (85 per cent Royal Dutch Shell, 10 per cent CFP and 5 per cent Partex) began commercial exports of crude oil on August 1, 1967. It is expected that exports will begin at the rate of 7 million tons a year, rising to 10 million tons a year by 1969, which should give the Sultanate an additional income of £11 million in 1968 and £16 million in 1969.

Wintershall, a West German oil company, hold the offshore concession in the Gulf of Oman, and MECOM, an American firm, have the Dhofar concession. Neither has yet struck oil.

Imports

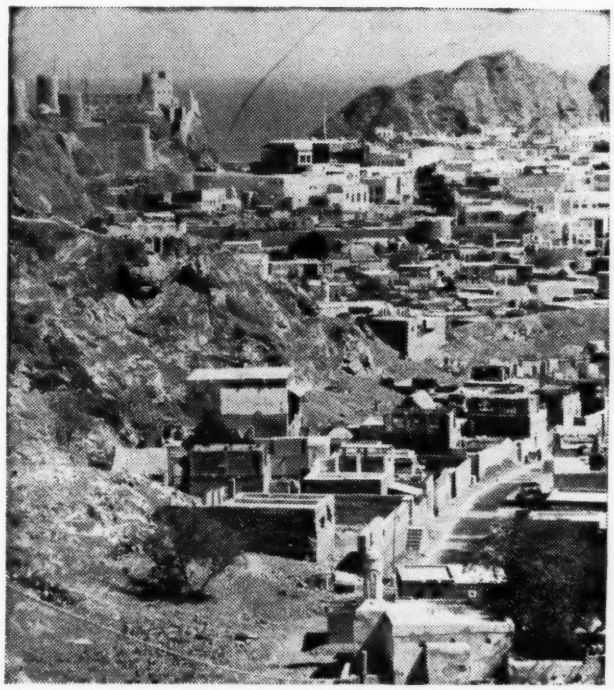
Imports may be divided into dutiable and duty-free categories. The former consists chiefly of such basic commodities as rice, flour and sugar together with other consumer goods. According to figures obtained from the Customs Department, dutiable imports had a total value of £3,388,831 in 1966, of which £751,193 was imported from the United Kingdom.

Duty-free imports comprise largely of plant and equipment for the oil company, the armed forces and development projects. Of the total imports from the United Kingdom of £3,107,000 (Board of Trade figures) in 1966 some £2,356,000 was of the duty-free category.

When duty-free imports from countries other than the United Kingdom are added to these figures, total imports into the Sultanate may be estimated at something over £6 million for the year 1966.

Development

Since 1958 a modest development programme, to which Her Majesty's Government have contributed, has been in progress. Under this programme, the Sultanate Development Department have constructed over 400 miles of motorable roads and tracks; have set up dispensaries and health centres in most of the important towns in the interior and along the coast; and have established experimental farms at Sohar and Nizwa, to which farmers from nearby towns and villages come for assistance and advice. Land is extensively cultivated along the Batinah and Shumailiyah coasts, where wells are plentiful and water is found at a depth of only some 15 feet. In the interior, cultivation is confined to areas near wadis where water from the mountain passes is taken off by a system of 'falajs' (underground or open channels). Increasing numbers of pumps are being imported and wells all over the country are being equipped with them. The Sultanate waives customs duty on pumps. The agricultural potential of the country will be greatly increased when enough money is available for the government to construct dams at important vantage points to collect the large volume of rain-water that at present flows out to sea.



A view of the town of Muscat. The British Consulate-General is at the top centre of the photograph.

Fishing is mostly for sardines which are used fresh or exported dry for cattlefood and manures. Larger fish such as tunnies and surmai are exported dry to India, Ceylon and Africa. A survey

(*Continued on next page*)

Exports to the Middle East?

Yes... Year by year the oil-producing States of the Middle East are becoming increasingly worth-while markets for an ever-widening range of goods and services. *Your* product or expertise could be something we know is urgently wanted by someone in the region we serve.

Perhaps we can help you? Our knowledge of the business opportunities and market conditions in this area can be yours if you contact our Head Office or any of our branches.

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carried out in 1948 by G. C. L. Bertram, confirms the impression that the waters of the Sultanate have an abundance of fish. Until the Sultan is certain that the local fishermen, who use traditional fishing methods, have an alternative means of livelihood, however, it is unlikely that he will allow commercial companies or modern trawlers to operate in these waters.

There are no heavy industries in the Sultanate. Smaller industries exist in Dhofar for the production of ghee and in Muscat and the coastal areas for the drying of fish, dates and limes.

With the advent of oil revenues, the pace of development will accelerate. The Sultan has already commissioned a London firm of architects and planners to draw up and execute an overall development plan for the Muscat/Matrah area. The plan will be phased over several years, and will include public buildings, housing, schools, hospitals, recreation areas, drainage, water and electricity supplies and port development. Similar, but smaller scale, development may be expected in other centres of population in future years.

Commercial prospects

Once the revenues from oil exports begin to percolate down to the general public, and people acquire more sophisticated tastes, the market for consumer goods will expand. Since the main criterion here is usually price, the prospects for increased British exports in this field will probably be conditioned by the ability of British manufacturers to meet the competition of exporters in Japan, India and Hong Kong, except perhaps in already well-established lines.

As regards durables and capital equipment, imports by P.D.(O.) Ltd. will decrease now that work has moved from the exploration to the production stage. Imports by the Armed Forces will remain steady. Imports by the civil departments of the Sultan's Government will increase as revenue from oil become available for development projects. High on the list of projects are a power station, water supply for Muscat and Matrah, a port and a broadcasting station. The public will also spend increasing amounts on building, transport and agricultural equipment. Demands for cement, electrical equipment, building materials, vehicles and pumps will, therefore, increase. At present British products lead in this field, but exporters will find increasing competition from foreign firms, particularly West German and Japanese.

To sum up, the Sultanate will provide a gradually expanding market for consumer durables and capital equipment, but if British manufacturers are to keep their present position as leading suppliers they will have to equal or better the terms quoted by foreign competitors.

'Christmas tree' and Austin 'Mini-Moke' at Fahud, on the inland oilfield.

TRADE AND FINANCIAL ARRANGEMENTS

UK trade with Czechoslovakia

A NEW TRADE ARRANGEMENT between the United Kingdom and Czechoslovakia was signed in London on November 8. It will run for five years from 1968-1972 in succession to the existing arrangement which expires at the end of this year. The arrangement confirms the intention of both Governments to work for an expansion of Anglo-Czechoslovak trade. It also recognizes the potential scope for increased activity in the field of industrial and commercial co-operation between the two countries.

Trade with Czechoslovakia has grown steadily from a total of £20 million in 1960 to £38 million in 1966. The new arrangement does not envisage any major change in the present pattern of trade, but there is every reason to look forward to a steady and continuing growth in future years. A substantial proportion of the imports from Czechoslovakia enter the United Kingdom without restriction under open licences, but annual quotas for a range of goods will still be retained.

Representatives of the two Governments will meet each year to settle the detailed provisions for the conduct of trade. Information about the arrangements for 1968 will be published in due course.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2266 and 2267).

Italy and Sweden

THE ITALIAN Minister of Foreign Trade announces that the trade agreement now in force between Italy and Sweden has been tacitly extended for a further year to October 31, 1968.

Automatic licensing will continue to be extended to printing machinery and motor vehicles. Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 450), reference CRE 9708/G.

Middle East Trade

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The Flexibox mobile exhibition unit leaving Manchester en route for Czechoslovakia where Flexibox will be taking part in 'British Engineering Days in Prague'. In addition to displays of mechanical seals and flexible couplings the unit houses a working demonstration of a Flexibox lapping machine. The exhibition unit is complete with its own power supply and, in an emergency, provides sleeping and living accommodation for four people.

Tunisia and the Republic of Niger

THE TUNISIAN *Journal Officiel* of October 17, 1967, announced the renewal, for a further year from July 3, 1967, of the trade agreement of 1962 between Tunisia and the Republic of Niger.

All Tunisian exports to the Republic of Niger are exempt from quantitative restrictions. Exports from the Republic of Niger to Tunisia are likewise exempt from quantitative restrictions except where the goods concerned are subject to global quotas.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-81), quoting reference CRE 7035/G.

Rumania and Ecuador

IT HAS BEEN REPORTED that a trade and payments agreements for period 1968-1970 between Rumania and Ecuador was signed in Bucharest on October 11, 1967.

Rumania will export to Ecuador oil equipment, power equipment, tractors, farm machinery, rolling stock, chemical products and household goods from Ecuador.

No further details are available.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2267), quoting reference CRE 12547/G.

Hints to businessmen visiting Sweden

A REVISED edition of the booklet on Sweden has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. 01-248 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, *Ext.* 404 *and* 406. *Telex* 25977 *AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at* 2*s. each. Remittance with order please.*

ALGERIA

(222/67) Hospital Equipment; Surgical Instruments for Ministere De La Sante Publique. Closing date not known. E.S.B. 40278/67.

ARGENTINA

(222/67) Marine Fittings and Equipment for Artilleros y Fabricas Novales del Estado. December 14. E.S.B. 40242/67.

(223/67) Construction of Bridge for Direcion Nacional de Validad. (Further Information.) Tender documents now available. E.S.B. 38445/67.

(222/67) Computers for Empresa Ferrocarriles Argentinos. November 30. E.S.B. 39860/67.

AUSTRALIA

(223/67) Telecommunications Equipment for Postmaster General's Department. December 19. E.S.B. 40475/67.

State Electricity Commission of Victoria:

(222/67) Switchgear and Accessories. December 18. 40240/67.

(222/67) Airbreak Switches. December 4. E.S.B. 20241/67.

(224/67) Airbreak Switches. (Further Information.) Tender documents now available. E.S.B. 40241/67.*

(224/67) Switchgear and Accessories. (Further Information.) Tender documents now available. E.S.B. 40240/67.*

Victorian Railways:

(219/67) Railway Axles. (Further Information.) Tender documents now available. E.S.B. 39444/67.*

(223/67) Power Point Mechanisms. (Further Information.) Tender documents now available. E.S.B. 40208/67.*

BRAZIL

(222/67) Highway Services for Brazilian National Highway Department. December 1. E.S.B. 40428/67.*

BURMA

(222/67) Airfield Crash Tender for Civil Aviation Department. November 30. E.S.B. 40226/67.*

Industrial Development Corporation:

(220/67) Abrasive Cutting Wheels. November 30. E.S.B. 39851/67.*

(221/67) Graphite Electrodes. December 7. E.S.B. 40213/67.*

Mineral Development Corporation:

(221/67) Mine Ventilation Fans and Tubes. December 10. E.S.B. 40204/67.*

(221/67) Pneumatic Drilling Equipment. December 10. E.S.B. 40202/67.*

(221/67) Pumps. December 10. E.S.B. 40203/67.*

Myanma Export Import Corporation:

(221/67) Electric Lamps. (Further Information.) Tender documents now available. E.S.B. 39452/67.*

(221/67) Cement. December 11. E.S.B. 39899/67.*

(224/67) Sewing Cotton. (Further Information.) Tender documents now available. E.S.B. 39494/67.*

(224/67) Sewing Thread. (Further Information.) Tender documents now available. E.S.B. 39495/67.*

(224/67) Power Dumper for People's Engineering Industry No. 1. December 15. E.S.B. 40477/67.*

People's Oil Industry:

(221/67) Respirator Masks. December 31. E.S.B. 40206/67.*

(221/67) Paper and Photographic Stores. December 31. E.S.B. 40221/67.*

(221/67) Steam Generating Tubes. November 30. E.S.B. 40215/67.*

(221/67) Refinery Equipment Spares. November 30. E.S.B. 40216/67.*

(221/67) Drilling Rigs. December 15. E.S.B. 40217/67.*

(221/67) Seismic Surface Energy Source. December 15. E.S.B. 40218/67.*

(222/67) Tanks. December 15. E.S.B. 40223/67.*

(222/67) Mild Steel. December 31. E.S.B. 40230/67.*

(222/67) Machine Tool Accessories. November 30. E.S.B. 40235/67.*

(222/67) Grinding Wheels. November 30. E.S.B. 40236/67.*

(222/67) Pipes and Fittings. December 31. E.S.B. 40231/67.*

(222/67) Stud Bolts and Nuts. November 30. E.S.B. 40232/67.*

(222/67) Trucks. December 11. E.S.B. 40222/67.*

(222/67) Ball and Roller Bearings. November 30. E.S.B. 40234/67.*

(222/67) Testing Instruments. December 15. E.S.B. 40224/67.*

(221/67) Fishing Nets for People's Pearl and Fishery Board. December 8. E.S.B. 40209/67.*

Public Works Corporation:

(221/67) Tubing and Well Casing. December 15. E.S.B. 39882/67.*

(221/67) Binding Wire. December 4 E.S.B. 39900/67.*

Union of Burma Railway Board:

(221/67) Taps and Dies. December 27. E.S.B. 40212/67.*

(221/67) Fabrics; Thread. December 18. E.S.B. 40211/67.*

An Avery 71*N*43 *compression tester carrying out a strength test on a container at United Packages Pty. Limited, Brisbane, Australia. The use of this machine in evaluating new designs of fibreboard containers has largely eliminated long and expensive field trials and given valuable protection against 'over-designing'.*

(221/67) Welding Equipment. December 27. E.S.B. 40210/67.*

CANADA

Manitoba Hydro:

(220/67) Steel Radio Towers. (Further Information.) Tender documents now available. E.S.B. 39492/67.*

(223/67) Circuit Breakers. December 5. E.S.B. 40468/67.

CEYLON

(220/67) Sulphuric Acid; Brake Fluid for Ceylon Transport Board. December 27. E.S.B. 39822/67.

(222/67) Cement for Co-operative Wholesale Establishment. December 3. E.S.B. 40277/67.

(*Continued on facing page*)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10*s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 *Old Bailey, London, E.C.*4 (*Tel.* 01-248 5757, *Ext.* 7058, *Telex* 25977, *AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.*

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(224/67) **Aluminium Sulphate** for Eastern Paper Mills Corporation. December 14. E.S.B. 40498/67.*
(220/67) **Railway Tyres** for Ministry of Communications. January 27, 1968. E.S.B. 39824/67.
(223/67) **Water Supply Materials and Equipment** for Ministry of Local Government. January 12, 1968. E.S.B. 39643/67.
(220/67) **Power Plant and Accessories** for Ministry of Public Works. December 20. E.S.B. 39821/67.
State Engineering Corporation and Ceylon:
(220/67) **G.I. Pipes and Sheets.** December 6. E.S.B. 39830/67.*
(220/67) **Cast Iron Soil Pipes and Fittings.** December 3. E.S.B. 39823/67.*

COLOMBIA

Caja de Credito Agrario:
(221/67) **Rye Grass Seed.** Closing date not known. E.S.B. 39841/67.
(221/67) **Clover Seed.** Closing date not known. E.S.B. 39850/67.
(221/67) **Grass Seed.** Closing date not known. E.S.B. 39839/67.
(221/67) **Rye Grass Seed.** Closing date not known. E.S.B. 39840/67.

COSTA RICA

(222/67) **Radio Therapy Equipment** for Department de Aprovisionamiento de la Caja Costarricense de Seguro Social. Closing date postponed to December 7. E.S.B. 39080/67.*
(222/67) **Drilling Equipment** for Instituto Costarricense de Electricidad. December 7. 40284/67.*

DENMARK

(220/67) **Harbour Extension Works** for Faroese Government and Municipality of Thorshavn. Advance Information. E.S.B. 35931/66.

EL SALVADOR

(222/67) **Pathology Equipment** for The Departamento de Provcedurıa Instituto Salvadorean del Seguro Social. Closing date not stated. E.S.B. 40258/67.

FORMOSA

Central Trust of China:
(219/67) **Telefax Machines.** December 1. E.S.B. 39657/67.*
(219/67) **Bi-Metal Thermometers.** December 4. E.S.B. 39619/67.*
(219/67) **Files.** November 30. E.S.B. 39671/67.*
(219/67) **Wrenches.** November 30. E.S.B. 39666/67.*
(219/67) **Diaphragm and Pinch Valves.** December 1. E.S.B. 39669/67.*
(220/67) **Level Indicator.** November 30. E.S.B. 39670/67.
(219/67) **Circuit Breaker Operation Analyses.** December 4. E.S.B. 39618/67.*
(219/67) **Socket Wrench Sets.** November 30. E.S.B. 39620/67.*
(220/67) **Steel Pipe.** November 29. E.S.B. 39673/67.
(220/67) **Telephone Protection Equipment.** December 1. E.S.B. 39674/67.*
(220/67) **Roller Bearings.** November 30. E.S.B. 39675/67.*
(222/67) **Chemicals; Filter Paper.** December 9. E.S.B. 40283/67.*
(222/67) **Laboratory Equipment.** December 7. E.S.B. 40292/67.*
(222/67) **Demineralizer; Electric Motors; Achromat Oil.** December 6. E.S.B. 40294/67.
(222/67) **Welding Machine.** December 7. E.S.B. 40297/67.*
(222/67) **Pipe Fittings.** December 5. E.S.B. 40293/67.*
(222/67) **Ball Valves.** November 30. E.S.B. 40298/67.*
(222/67) **Telecommunication Instruments.** December 8. E.S.B. 40296/67.*
(222/67) **Stainless Steel Plate.** December 6. E.S.B. 40299/67.*
(222/67) **Radio Equipment.** December 7. E.S.B. 40300/67.*
(222/67) **Generator.** December 8. E.S.B. 40401/67.*
(222/67) **Car Washers.** December 6. E.S.B. 40402/67.
(223/67), **Control Instruments.** December 5. E.S.B. 40431/67.*
(223/67) **Air Compressor.** December 5. E.S.B. 40432/67.*
(223/67) **Dyestuffs.** December 5. E.S.B. 40443/67.*
(223/67) **Elevator.** December 8. E.S.B. 40441/67.*
(223/67) **Wire.** December 5. E.S.B. 40442/67.*
(223/67) **Hospital Equipment.** December 7. E.S.B. 40444/67.*
(223/67) **Steel.** December 6. E.S.B. 40445/67.*
(223/67) **Safflower Seeds.** December 4. E.S.B. 40446/67.*
(223/67) **Oil; Relay Cleaner.** December 4. E.S.B. 40448/67.*

GREECE

(224/67) **Installation of P.O.L. Pipeline** for Greek Authorities. Closing date not known. G.D. 1320/67.

Hellenic State Railways:
(221/67) **Diesel Motor Spare Parts.** December 5. E.S.B. 39879/67.*
(221/67) **Heating System.** December 1. E.S.B. 39868/67.*
(221/67) **Locomotive Spare Parts.** December 5. E.S.B. 39878/67.*
(221/67) **Railway Sleepers.** December 12. E.S.B. 39880/67.*
(221/67) **Printing Machine and Scriber** for Ministry of National Defence. November 30. E.S.B. 39884/67.*
Ministry of Trade:
(221/67) **Printers' Metal.** December 1. E.S.B. 39864/67.*
(222/67) **X-Ray Machine.** December 1. E.S.B. 39869/67.*

GUATEMALA

Instituto Nacional de Electrification:
(223/67) **Steam Generating Plant Equipment.** January 8, 1968. E.S.B. 40476/67.
(223/67) **Civil Works.** January 15, 1968. E.S.B. 39969/67.

HONG KONG

Tender Board, Colonial Secretariat:
(20/67) **Sewage Screening Plant.** December 1. E.S.B. 39845/67.*
(220/67) **Switch Gear.** December 8. E.S.B. 39844/67.*

INDIA

Bhabha Atomic Research Centre:
(220/67) **Pumps and Valves.** November 30. E.S.B. 39831/67.
(220/67) **Furnaces.** December 13. E.S.B. 39834/67.*
(220/67) **Rolling Mill.** December 14. E.S.B. 39835/67.*
(220/67) **Belt Type Furnace.** December 15. E.S.B. 39836/67.*
(220/67) **Stainless Steel Valves.** (Further Information.) Tender documents now available. E.S.B. 39447/67.*
(220/67) **Carriage Wheel Sets** for Bharat Earth Movers Ltd., January 2, 1968. E.S.B. 39843/67.
Directorate General of Supplies and Disposals:
(219/67) **Stretching Machine.** December 27. E.S.B. 39622/67.*
(223/67) **Draw Bench.** (Further Information.) E.S.B. 39623/67.
(223/67) **Swaging Machine.** December 28. E.S.B. 40451/67.*
(220/67) **Sub-Station Structures** for Gujarat Electricity Board. (Further Information.) E.S.B. 39059/67.
(220/67) **Construction of Grain Silo** for Ministry of Food: Closing date not known. (Advance Information.) E.S.B. 39814/67.
(220/67) **Construction of Dam** for Public Works Department. (Further Information.) E.S.B. 37657/67.
(223/67) **Track Recording Equipment** for Railway Board. December 15. E.S.B. 40450/67.
(220/67) **Capacitors** for The Rajasthan State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 38889/67.*
(223/67) **Copper Tubes** for The Southern Railway. (Further Information.) Tender documents now available. E.S.B. 38890/67.*
The U.P. State Electricity Board:
(220/67) **Power Line Equipment.** (Further Information.) Tender documents now available. E.S.B. 38468/67.*
(220/67) **Transmission Line Equipment.** (Further Information.) Tender documents now available. E.S.B. 38466/67.*
West Bengal State Electricity Board:
(219/67) **Power Line Carrier Network.** November 29. E.S.B. 39621/67.*
(222/67) **Demineralizing Plant.** (Further Information.) Closing date postponed to December 18. E.S.B. 37081/67.*

IRAQ

(223/67) **Pumps** for Ministry of Agrarian Reform. December 21. E.S.B. 40421/67.
(223/67) **Construction of Roads, Bridges and Tunnel** for Ministry of Communications. Closing date postponed to December 2. (Further Information.) E.S.B. 14129/67.
Ministry of Defence:
(219/67) **Wooden Materials.** December 19. E.S.B. 39638/67.
(219/67) **Laboratory Equipment.** December 19. E.S.B. 39639/67.
(219/67) **Metal and Various Materials.** December 19. E.S.B. 39637/67.
(223/67) **Motorcycle Spare Parts.** January 2, 1968. E.S.B. 40415/67.
(223/67) **Drugs.** December 5. E.S.B. 40416/67.
(223/67) **Dental Units** for Ministry of Health. December 17. E.S.B. 40420/67.
Ministry of Industry:
(219/67) **Water Supply and Sewerage Treatment Works.** January 15, 1968. E.S.B. 39630/67.
(219/67) **Construction of Factory Buildings.** January 6, 1968. E.S.B. 39631/67.
(223/67) **Water Supply Scheme** for Ministry of Municipalities and Works. January 23, 1968. E.S.B. 40423/67.
Ministry of Oil:
(223/67) **Pipeline Contract Work.** December 12. E.S.B. 40418/67.
(223/67) **Drum Making Plant.** January 13, 1968. E.S.B. 40422/67.
National Electricity Administration:
(219/67) **Underground Cable.** December 2. E.S.B. 39629/67.
(223/67) **Switchgear.** December 12. E.S.B. 40419/67.
Iraqi Ports Administration:
(219/67) **Fire-Fighting Foam-Making Compound.** November 30. E.S.B. 39628/67.
(223/67) **Ventilators.** November 30. E.S.B. 40413/67.
(223/67) **Steel Wire Ropes.** November 30. E.S.B. 40414/67
(223/67) **Manilla Ropes.** December 7. E.S.B. 40417/67.

IRISH REPUBLIC

(223/67) **Sewerage Scheme** for Clare County Council. December 5. E.S.B. 40453/67.

JORDAN

(219/67) **Phosphate Plant** for Jordan Phosphate Mines Co Ltd. December 3. E.S.B. 39624/67.*

KENYA

(220/67) **Sulphate of Alumina** for Municipal Council of Kitale. December 4. E.S.B. 39818/67.

KOREA

(220/67) **Vacuum Car; Laboratory Equipment** for Office of Supply. December 1. E.S.B. 39815/67.*

KUWAIT

Ministry of Electricity and Water:
(220/67) **Clothing.** November 29. E.S.B. 39677/67.*
(220/67) **Air Conditioning Units.** November 29. E.S.B. 39678/67.*
(220/67) **Hydrogen Gas.** November 29. E.S.B. 39679/67.*

LEBANON

(221/67) **Paper** for Regie Libanaise des Tabacs. December 14 E.S.B. 39859/67.

LIBYA

(222/67) **Office Furniture** for Civil Service Commission of Libya Dec:mber 4. E.S.B. 40275/67.
(222/67) **Construction of Road** for Ministry of Finance. (Further Information.) Closing date postponed to December 4. E.S.B. 31587/67.
(222/67) **Chemicals, Equipment and Laboratories** for Ministry of Public Health. January 22, 1968. E.S.B. 40245/67.
Ministry of Public Works:
(220/67) **Pumps.** (Further Information.) Closing date postponed to December 11. E.S.B. 39048/67.
(220/67) **Metal Materials.** (Further Information.) Closing date postponed to December 11. E.S.B. 39047/67.
(220/67) **Diesel Engines.** (Further Information.) Closing date postponed to December 11. E.S.B. 39046/67.
(222/67) **Constructional Project** for Municipality of Benghazi. Closing date not stated. E.S.B. 40245/67.

MALAYSIA

Government Printer:
(222/67) **Stationery; Office Supplies.** January 18, 1968. E.S.B. 39819/67.*
(220/67) **Duplicating Paper.** January 18, 1968. E.S.B. 39820/67.*
(224/67) **Steel Rails and Base Plates** for the Malayan Railway Administration. December 13. E.S.B. 40487/67.*
(224/67) **Fire-fighting Vehicle** for Penang Port Commission. December 2. E.S.B. 40488/67.*

MOZAMBIQUE

Ports Railways and Transport Department:
(219/67) **Electrical Equipment.** December 7. E.S.B. 39634/67.*
(219/67) **Soldering Materials.** December 7. E.S.B. 39633/67.*
(219/67) **Railway Equipment.** December 22. E.S.B. 39635/67.*
(219/67) **Builders' Materials.** December 7. E.S.B. 39632/67.*
(219/67) **Workshop Equipment.** December 4. E.S.B. 39612/67.
(219/67) **Building Materials; Workshop Equipment.** December 4. E.S.B. 39613/67.
(219/67) **Workshop Equipment.** November 29. E.S.B. 39615/67.

(Continued on next page)

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(224/67) Building Materials; Workshop Equipment. (Further Information.) Tender documents (in Portuguese) now available. E.S.B. 39613/67.*
(224/67) Workshop Equipment. (Further Information.) Tender documents (in Portuguese) now available. E.S.B. 39612/67.*
(224/67) Machinery Spare Parts. December 15. E.S.B. 40478/67.*

NEW ZEALAND

(223/67) Telephone Cordage, Cord and Tags for General Post Office. December 8. E.S.B. 40430/67.*
(220/67) Paper for Government Printing Office. November 29. E.S.B. 39815/67.*
(222/67) Isolators and Associated Structure for Municipal Electricity Department, Christchurch. January 22, 1968. E.S.B. 40287/67.

NIGERIA

(221/67) Drugs for Lagos University Training Hospital. (Further Information.) Tender documents now available. E.S.B. 37658/67.*

PANAMA

(224/67) Contractors' Plant and Machinery for Ministerio de Obras Publicas. (Further Information.) December 7. E.S.B. 38802/67.*

PAKISTAN

(220/67) Marine Survey Equipment for East Pakistan Water and Power Development Authority. December 9. E.S.B. 39682/67.*
Industries and Commerce:
(222/67) C.I. Pipes; Metal Sheets; Insulating Materials. November 30. E.S.B. 40288/67.
(222/67) Radio Sets. December 4. E.S.B. 40289/67.
(222/67) Permanent Way Materials for Railway Board. December 5. E.S.B. 40259/67.*

SAUDI ARABIA

Municipality of Dammam:
(224/67) Vehicle Parts. December 2. E.S.B. 40479/67.
(224/67) Medical and Chemical Requirements. December 2. E.S.B. 40481/67.
(220/67) Electric Cable for Riyadh Water Department. January 25, 1968. E.S.B. 39676/67.

SINGAPORE, REPUBLIC OF

(221/67) Steelwork for Port of Singapore Authority. December 19. E.S.B. 39887/67.
Public Utilities Board:
(223/67) Hotplates. December 5. E.S.B. 40470/67.
(223/67) Gas Cocks. December 5. E.S.B. 40471/67.

SOUTH AFRICA

Cape Provincial Tender Board:
(221/67) Autoclaves. December 1. E.S.B. 39889/67.*
(221/67) Embroidery Cotton. December 5. E.S.B. 39890/67.*
(224/67) Extension of Iron Ore Treatment Plant for South African Iron and Steel Industrial Corporation Ltd. January 31 1968. E.S.B. 40480/67.*
(222/67) Cable for South African Railways. December 1. E.S.B. 40282/67.*
State Tender Board:
(222/67) Generators. December 4. E.S.B. 40273/67.*
(222/67) Multirange Meters. December 6. E.S.B. 40271/67.*
(222/67) Ratchets. December 6. E.S.B. 40272/67.*
Transvaal Tender Board:
(219/67) Tape Recorders. January 19, 1968. E.S.B. 39646/67.*
(219/67) Public Address Systems. January 19, 1968. E.S.B. 39649/67.*
(219/67) Record Players. January 19, 1968. E.S.B. 39648/67.*
(219/67) Magnetic Recording Tapes. January 19, 1968. E.S.B. 39647/67.*
(219/67) Wax Crayons. January 26, 1968. E.S.B. 39645/67.*
(220/67) Film Projectors. January 19, 1968. E.S.B. 39650/67.*
(220/67) Stripfilm Projectors. January 19, 1968. E.S.B. 39651/67.*
(220/67) Projection Screens. January 19, 1968. E.S.B. 39653/67.*
(220/67) Overhead Projectors. January 19, 1968. E.S.B. 39652/67.*

SPAIN

(222/67) Construction of Motorway for Autopistas, Concesionaria Espanola SA. December 6. E.S.B. 40424/67.
(220/67) Construction of Unloading Plant for Ministerio de Obras Publicas. January 16, 1968. E.S.B. 39849/67.

SWITZERLAND

(222/67) DC Power Supplies for CERN Organization. January 5, 1968. E.S.B. 39861/67.*

THAILAND

(220/67) Weighing Machines for Department of Land Transport. November 29. E.S.B. 39801/67.
(222/67) Transformers for Metropolitan Electricity Authority. December 27. E.S.B. 40256/67.*
Royal Irrigation Department:
(220/67) Generating Sets. December 4. E.S.B. 39693/67.*
(220/67) Dragline. December 4. E.S.B. 39691/67.
State Railway of Thailand:
(220/67) Electric Trolley Hoist. November 29. E.S.B. 39684/67.
(220/67) Grinding Machines and Accessories. December 4. E.S.B. 40251/67.

TRINIDAD AND TOBAGO

(224/67) Chain for Port Authority of Trinidad and Tobago. November 30. E.S.B. 40154/67.

TURKEY

DSI Genel Mudurlugu:
(223/67) Machine Shop Equipment. November 30. E.S.B. 40436/67.*
(223/67) Soil Testing Equipment. November 29. E.S.B. 40435/67.*
(223/67) Hospital Equipment for Ground Forces Command. December 1. E.S.B. 40440/67.
(223/67) Gear Lube Dispensers for Karayollari Genel Mudurluau. December 6. E.S.B. 40438/67.*
(223/67) Photostat Paper for Malzene Subesi Mudurlugu. December 6. E.S.B. 40437/67.*
(221/67) Electrical Materials for PTT Genel Mudurlugu. December 8. E.S.B. 39886/67.*
ICDD Isletmese:
(223/67) Workshop Equipment. December 4. E.S.B. 40433/67.*
(223/67) Railway Inspection Car. December 4. E.S.B. 40434/67.*
Tekel Genel Mudurlugu:
(223/67) Cellulose Wrapping. December 1. E.S.B. 40455/67.*
(223/67) Cigarette Tip Paper. December 4. E.S.B. 40464/67.*
(223/67) Winches December 5. E.S.B. 40467/67.*
(223/67) Wire Making Plant. December 1. E.S.B. 40463/67.*

URUGUAY

ANCAP (State Oil and Alcohol Monopoly):
(221/67) Anhydrous Ammonia. December 15. E.S.B. 39874/67.
(221/67 Pumps. December 15. E.S.B. 39875/67.
(221/67) Pipe Accessories. December 19. E.S.B. 39876/67.
(221/67) Rubber Inhibitor. December 14. E.S.B. 39873/67.

ZAMBIA

(222/67) Dry Cells for Central Supply and Tender Board. December 8. E.S.B. 40261/67.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletin in which they appear may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Abu Dhabi
(220/67) Inquiry for furniture; motor cycles; office machinery. E.S.B. 39524/67.
(223/67) Inquiry for building materials; plumbing fixtures; sanitaryware. E.S.B. 39526/67.

Argentina
(220/67) Inquiry for electric furnaces; electro-erosion machines; measuring apparatus; machine tools; rectifiers. E.S.B. 32192/67.

Australia
(220/67) Inquiry for coffee processing plant; packaging machinery and equipment. E.S.B. 39916/67.
(221/67) Special Advisory Authority Inquiry. C.R.E. 1824/67.

†**For further details of the 'Export Service Bulletin' see page 1272.**

(222/67) Manufacture under licence – light engineering products. E.S.B. 28422/67.
(223/67) Inquiry for ice making plant. E.S.B. 36723/67.
(224/67) Inquiry for melamine laminates. E.S.B. 39949/67.

Austria
(224/67) Inquiry for beverages; foodstuffs. E.S.B. 39294/67.
(224/67) Manufacture under licence – chemicals. E.S.B. 36743/67.

Bahamas
(222/67) Inquiry for sound reproducing equipment. E.S.B. 40184/67.

Barbados
(220/67) Agency inquiry for aluminium sheets, strips and sections. E.S.B. 39712/67.
(220/67) Inquiry for refuse collecting vehicles. E.S.B. 39488/67.

Bermuda
(222/67) Inquiry for wooden screws. E.S.B. 39583/67.

Brazil
(219/67) Agency inquiry for confectionery; tobacco. E.S.B. 32775/67.

Canada
(220/67) Agency inquiry for scientific instruments. E.S.B. 36854/67.
(222/67) Inquiry for bathroom and plumbing fixtures and fittings; caravan furnishings; heaters; lighting equipment; voltage converting equipment. E.S.B. 40329/67.
(222/67) Inquiry for infant feeding bottles. E.S.B. 39327/67.

Denmark
(219/67) Agency inquiry for control equipment; electric motors; heating coils; pumps. E.S.B. 39373/67.
(220/67) Agency inquiry for electric magnetic vibrators. E.S.B. 39277/67.
(224/67) Agency inquiry for plastic raw materials. E.S.B. 40036/67.

Dominican Republic
(221/67) Agency inquiry for bottle capping machinery. E.S.B. 40017/67.

Fiji
(223/67) Agency inquiry for cosmetics; hollow-ware; kitchenware; linoleum. E.S.B. 38918/67.

France
(222/67) Agency inquiry for woollen fabrics. E.S.B. 40093/67.
(222/67) Inquiry for crankshafts. E.S.B. 37901/67.
(224/67) Agency inquiry for centrifugal machinery; diesel engines; industrial fasteners; steel forgings; tinplate. E.S.B. 39785/67.

France/Iraq
(223/67) Trade Agreement. C.R.E. 19985/G.

Formosa
(223/67) Tenders – successful bidders. E.S.B. 19699/67.

Germany, Federal Republic of
(220/67) Agency inquiry for decorators' hand tools; paint brushes, sprayers and rollers; portable electric power tools. E.S.B. 38557/67.
(220/67) Agency inquiry for tyres. E.S.B. 39755/67
(220/67) Inquiry for chemicals. E.S.B. 36102/67.
(220/67) Inquiry for fancy goods. E.S.B. 39914/67.
(220/67) Inquiry for furniture; furnishing fabrics; sports goods. E.S.B. 39913/67.
(220/67) Inquiry for springs. E.S.B. 39390/67.
(221/67) Import Opportunities. C.R.E. 27/67.
(222/67) Inquiry for cotton tulle. E.S.B. 40106/67.
(222/67) Inquiry for engineers' small tools. E.S.B. 38768/67.
(223/67) Inquiry for confectionery; shortbread. E.S.B. 40347/67.
(223/67) Manufacture under licence – construction equipment; heavy machinery. E.S.B. 40302/67.

Guyana
(221/67) Agency inquiry for foodstuffs. E.S.B. 39955/67.
(222/67) Agency inquiry for cosmetics; stationers' sundries; stationery. E.S.B. 40128/67.

Iran
(220/67) Agency inquiry for dental apparatus and supplies. E.S.B. 24156/67.

Irish Republic
(223/67) Agency inquiry for textiles; wool suitings. E.S.B. 40133/67.

Italy
(219/67) Agency inquiry for marine propellers and components. E.S.B. 39587/67.
(222/67) Agency inquiry for floor coverings and accessories; moquette; sound insulating panels. E.S.B. 39753/67.
(219/67) Inquiry for chemicals. E.S.B. 39592/67.
(220/67) Inquiry for tile making plant. E.S.B. 39739/67.
(220/67) Manufacture under licence – bulk containers. E.S.B. 37415/67.
(223/67) Inquiry for metals. E.S.B. 40301/67.

Jamaica
(224/67) Agency inquiry for babywear; children's furniture; cosmetics and toiletries; decorations; household linen; prophylactics; suitings; toys. E.S.B. 39789/67.

Japan
(223/67) Agency inquiry for packaging machinery. E.S.B. 40146/67.

Kenya
(220/67) Agency inquiry for cables; electrical accessories; transformers. E.S.B. 40011/67.
(224/67) Inquiry for combine harvesters; lorries; petrol tankers; reconditioned bulldozers; tractors. E.S.B. 35511/67.

Lebanon
(222/67) Inquiry for laboratory equipment and materials. E.S.B. 40037/67.

Malawi
(222/67) Agency inquiry for domestic electrical equipment. E.S.B. 40071/67.

(223/67) Agency inquiry for men's trousers; textiles. E.S.B. 40022/67.
(224/67) Inquiry for second-hand machinery. E.S.B. 31431/67.

Mexico
(221/67) Inquiry for machine tools. E.S.B. 24647/67.
(222/67) Inquiry for shirting poplins. E.S.B. 19845/66.

Morocco
(222/67) Inquiry for binding and fastening wire – further information. E.S.B. 38756/67.

Nepal
(222/67) Inquiry for vehicles; vehicle spare parts. E.S.B. 39745/67.

Norway
(222/67) Agency inquiry for women's coats. E.S.B. 39598/67.
(220/67) Inquiry for illuminated sign mechanisms. E.S.B. 37498/67.

Puerto Rico
(222/67) Inquiry for steel pipe; storage tanks. E.S.B. 39982/67.

South Africa
(220/67) Agency inquiry for headwear materials and accessories. E.S.B. 33178/67.
(222/67) Agency inquiry for knitwear. E.S.B. 37921/67.

Switzerland
(224/67) Agency inquiry for dresses. E.S.B. 40125/67.

Sweden
(219/67) Agency inquiry for butterfly valves. E.S.B. 38943/67.
(220/67) Agency inquiry for fancy goods; giftware; stationery. E.S.B. 34400/67.

Thailand
(220/67) Inquiry for bed linen; electrical kitchen appliances; knitwear; giftware; men's and women's clothing and accessories toys. E.S.B. 39177/67.
(222/67) Inquiry for ticket printing machine. E.S.B. 40039/67.

Tunisia/Ethiopia
(223/67) Trade Agreement. C.R.E. 2896/G.

Uganda
(220/67) Inquiry for decorative light fittings. E.S.B. 13171/67.

United States of America
(222/67) Inquiry for lighting glassware. E.S.B. 38330/67.
(223/67). Inquiry for steel butts and plates E.S.B. 40165/67.
(224/67) Manufacture under licence in Britain – precision slotting die. E.S.B. 40384/67.

Venezuela
(223/67) Agency inquiry for fork-lift trucks. E.S.B. 40000/67.

Zambia
(222/67) Inquiry for clothing; footwear; textile fabrics. E.S.B. 38981/67.

EXPORT TO EUROPE—EXPORT FAST

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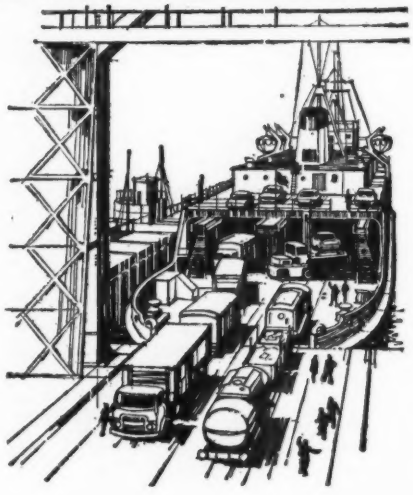

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65A

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in September 1 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 1254 of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Scandinavian trip

MR. ANTHONY HUGHES of a textile marketing agency will visit Scandinavia towards the end of this month, and is prepared to undertake commissions on behalf of hosiery and knitwear manufacturers who wish to begin, or extend the export of their merchandise to these countries. He is a fluent linguist, is well-connected with the principal buyers and supported by an experienced United Kingdom based marketing organization. Further particulars may be obtained from Potter Hughes & Simpson (Marketing) Ltd., 38 Fairmount Drive, Loughborough (Tel. Loughborough 3263).

Visit to United States and Canada

MR. R. S. F. EDWARDS, general manager of the Mersey Docks and Harbour Board, has been on a tour of Eastern seaboard ports in the United States. He also visited Canada before returning on the 'Queen Elizabeth', which left New York on November 8.

The purpose of Mr. Edwards' visit was to meet shipping and trade executives and representatives of port authorities to acquaint them with the massive development programmes now in progress in Liverpool. The port authority is spending some £35 million to provide facilities suitable for the increasing size of ships and cargo tonnages and, in particular, to provide accommodation for container services. The Port of Liverpool, which is already Britain's leading deep sea export port, is the nearest major European port to the United States and it is expected that there will be a substantial increase in the tonnage of ships and cargo, particularly in the Atlantic trade, in the near future.

Mr. Edwards' United States visit included New York, Washington, Norfolk, Baltimore, Philadelphia, Jacksonville and New Orleans.

Fourth round world trip

MR. W. H. WESTPHAL, joint managing director of the Rentokil Group, left London on October 2 on his fourth business trip round the world in three years. He will be boosting exports of pest control materials and visiting the group's companies in the Far East, Australia and New Zealand.

Mr. Westphal's first stop will be Kuala Lumpur, and he will then be calling on Rentokil offices in Singapore, Hong Kong, Manila, Sydney, Wellington, Christchurch and Auckland, returning via Rentokil Fiji Ltd., and the United States.

He will be returning to Britain early in December.

Scottish Council executive to tour United States

AN executive of the Scottish Council (Development and Industry) is spending nearly a month in the United States to try to win new business for Scots firms. He is Mr. James Reid (34), a member of the council's development division.

Mr. Reid left for Los Angeles on October 13. Mr. Reid said: 'I have appointments with about 60 American manufacturers, to discuss with them the opportunities for obtaining their components and sophisticated sub-contract items from Scotland. From correspondence, I have had with them already. I know that many are anxious to learn of the possibilities of entering into licensing agreements and joint ventures with firms here.'

The visit comes only a few weeks after a successful trip to the United States by a group of electronic firms. It also coincides with a hard selling campaign by 12 executives from the engineering industry, who are touring America at the moment. Both these visits were sponsored by the Scottish Council, which after months of study and planning is now helping Scottish industry to mount a major attack on the lucrative American market.

Mr. Reid's programme includes visits to many of the leading United States cities, particularly on the Pacific coast. He will have talks with American companies who are at present considering opening manufacturing plants in Europe, and will outline the advantages of using Scottish suppliers for their plant and equipment. Firms in the electrical and mechanical engineering industry are among those who stand to gain most from this new Scottish Council initiative.

Designer's trip to America

MR. RICHARD BROCKMAN, designer at R.H. & S.L. Plant Ltd. (Royal Tuscan) – a member of the Wedgwood Group – left on October 15 to spend two months in the United States of America.

The purpose of his visit is to become orientated with the United States design requirements, and he is visiting the market on behalf of the Wedgwood Group, in addition to his special Royal Tuscan responsibilities.

A mission representing the Council of British Manufacturers of Petroleum Equipment, membership of which comprises over 400 companies – both manufacturers of equipment and contractors able to design, supply and instal complete plants – left London recently for Saudi Arabia and Kuwait. Led by Mr. H. Porter, sales director, The Motherwell Bridge & Engineering Co. Ltd., the party of seven will spend 10 days in Saudi Arabia and four days in Kuwait exploring the potentially rich and growing markets in those two countries for all types of equipment required for their oil and petrochemical industries. The mission will also seek to establish the acceptability of British equipment and to obtain information about forthcoming projects in the area. Picture shows, left to right: Messrs. H. Porter; A. White, Babcock & Wilcox (Operations) Ltd.; C. Lennox, David Brown Gear Industries Ltd.; P. G. Procter, Flight Refuelling Ltd.; I. M. Mackaoui, Perkins Engines Ltd.

Pictured here is Mr. J. H. Page, managing director, Chaseside Engineering Company Limited, loading shovel manufacturers, of Blackburn, Lancashire, who left on October 25, as deputy leader of a two part mission to Australasia, being organized by The Federation of Manufacturers of Construction Equipment. A total of 13 FMCE members makes up the mission – the leader of which is Peter Hamilton, managing director, Hydraulic Machinery Co. (Great Britain) Limited. This is the first time that the FMCE has mounted a full scale mission outside Europe to study the construction equipment market and promote British equipment – bearing in mind local conditions and requirements.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Teddington Aircraft Controls' exports up 25 per cent

Teddington Aircraft Controls Ltd., a subsidiary of the British Thermostat Co., has announced that its export sales for the first half of 1967 are 25 per cent up on the 1966 figure and 35 per cent above 1965.

The company, which manufactures a wide range of aircraft control equipment, reports overseas sales valued at £407,000 during 1966 compared with £370,000 for 1965. For the first six months of 1967 export sales have earned £256,000.

Tissue machinery for Sweden

The Walmsley (Bury) Group has followed its substantial successes in Scandinavia earlier this year with a further order for a high speed tissue machine and associated equipment for A/B Billingsfors–Langed, Sweden.

The contract is valued at more than £350,000 and calls for delivery completion by October 1968.

Radio aids for Japan

The Marconi International Marine Co. Ltd., has received an order to supply a very comprehensive range of communications equipment and aids to navigation, including two inter-switching radars, to each of two huge tankers building in Japan. The vessels, 'Marisa' and 'Megara', both 209,000 dwt., are on order for Shell Tankers (UK) Ltd., at the Japanese yards of Hitachi and Mitsubishi.

Laboratory furniture for Middle East

Two export contracts, provisionally entered at £65,000, have been awarded to Morgan & Grundy Limited, laboratory furniture and equipment manufacturers of Uxbridge, Middlesex. They are for supplying and installing metal laboratory furniture and Airflow fume cupboards for the National Iranian Oil Company's new research laboratories at Rey Depot near Tehran, and similarly supplying laboratory furniture for the Kuwait National Petroleum Company's new refinery laboratory at Kuwait.

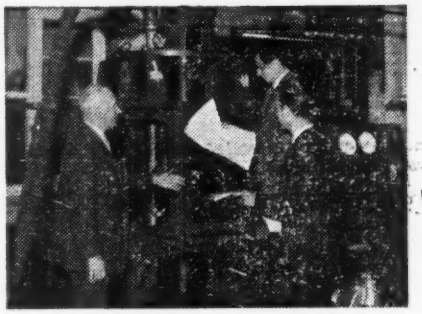
Sample export order from the Soviet Union

Multifabs Limited of Derby, leading producers of industrial protective clothing, have received a sample order for the supply of several thousand pounds worth of garments to the USSR.

The garments, scheduled for delivery during the next few months, will be made from Multifabs' highly successful material – Multitect, and other specialized items of safety clothing.

Italian order

Dust control equipment worth £18,750 has been ordered from Powell Duffryn Engineering Company for a graphite factory in Italy. The order, for five dust-filtration units, comes from Elettrografite Meridionale, of Caserta, through Powell Duffryn Engineering's Italian agents, Usuelli Imero & Figli, of Milan, who are providing extraction fans and ducting.



Mr. Alexei Kolesnik, an inspection engineer with V/O Techmashimport, the Russian purchasing agency, is seen (centre) discussing a pump on test at the Reading Works of SPP–Sigmund Pulsometer Pumps Ltd. The pump is one of an order valued at over £40,000 for installation at the polyester fibre plant being built by Polyspinners Ltd., at Mogilev, USSR on an area the size of Hyde Park. On the left of the picture is Mr. Leonard Taylor of SPP who is responsible for customer liaison. Mr. Peter Davies, an inspection engineer representing Polyspinners Ltd., is seen on the right.

Sherwen feeders for Hungary

Fifteen Sherwen electromagnetic feeders of various sizes together with associated SCR control equipment valued at approximately £10,000, have recently been ordered from GEC (Process Engineering) Ltd., by the Bush Murphy Electronics Division, of the Rank Organisation. The machines will handle limestone, coke and sinter in conjunction with a comprehensive automatic weighing system to be engineered by Bush Murphy Electronics for a sinter plant feeding an existing steelworks in the province of Borsod in North East Hungary.

Decca Radar for Taiwan

Decca Radar Limited has recently received an order for radar to be installed in the first of three large tankers now under construction for the Chinese Petroleum Corporation of Taiwan.

Other recent export orders for Decca radar equipment also include a relative motion Transar 429 for International Maritime's 18,000-ton bulk carrier now under construction at the Hitachi (Japan) yards.

Concrete plant for Norway

The first British concrete plant to be installed in Norway for many years was commissioned recently at Lierskogen, near Oslo. Purchased by A/s Lierskogen Pukkverk for the production of ready mixed concrete, this £20,000 plant was designed and built by Winget Limited of Rochester, England. Designed for easy shipping and erection, the plant was installed by Motordrift A/s of Oslo who also handled the sales negotiations. Motordrift are Winget's batching plant distributors for Norway.

Australian gas turbine order

A second order for AEI packaged power plant has been received from Tasmania to meet urgent power demands. The Australian Newsprint Mills Ltd. of Boyer, Tasmania, have ordered a 10MW packaged gas turbine-generator for despatch at the end of June 1968 to provide base-load power in their paper manufacturing plant. This AEI power plant, worth some £300,000, is a duplicate of the two sets ordered recently by the Hydro Electric Commission of Tasmania.

Marine radio receivers for Europe

Sales of the Redifon R.408 general-purpose communications receiver to other marine radio companies in the European Maritime Area have now topped the £350,000 mark. This is in addition to rental/maintenance contracts and direct sales to shipping companies since the R.408 was introduced two years ago, and has clearly established it as Europe's leading marine communications receiver.

Grease for Greece

A £20,000 contract for the supply of 150 tons of a special grease for the Greek Government represents a breakthrough in a new export market for Walkers (Century Oils) Limited, of Hanley, Stoke-on-Trent.

The order, for a particularly high quality lubricant, was won against keen competition from the United States as well as other British and European companies.

Machines to make steel drums in Turkey

Until recently the requirements for steel drums in Turkey were met by reconditioning drums initially used for the importation of soya bean sauce. However, as this commodity is now shipped in bulk and the importation of empty drums was not permissible, it was obviously necessary to arrange for them to be manufactured locally. As a result of this, Moon Brothers Limited, Beaufort Road, Birkenhead, have recently supplied two complete lines of machines for making both 55-US and 5-US gallon capacity drums for use by the oil refineries in Turkey.

100th export shipment

The export achievements by a small Grimsby glass fibre manufacturer reached an important milestone recently when the 100th shipment of their products was made. Rollosrank Limited of Wilton Industrial Estate, Humberston, Grimsby, have been exporting glass fibre components to Sweden every week for the past 18 months without a break and during that time have built up a reputation for quality, reliability and, above all, ingenuity.

Nearly £30,000 worth of foreign exchange has been earned by this company whose products are now being marketed by Surface Productions Limited, a member of the Denny Mott & Dickson group of companies.

Greek export sales

A £15,000 order from Greece for a Bond Cars model now dropped from production has been gained by Bond Cars Ltd. of Preston through the co-operation of Standard-Triumph International Ltd.

Because of the import duty grading, the Bond Equipe GT 4S 1300 c.c. model attracts a very much higher rate of import duty than the 1147 c.c. engine used in the early Bond Equipe models. Although Bond's Greek distributors are selling the new 2-litre GT Equipe, they specially requested 24 models powered by the 1147 c.c. engine.

British tableware for Canada

It is estimated that exports of tableware products will earn this country over £18 million this year. British tableware – manufactured by companies like Johnson Bros. (Hanley) Ltd. of Stoke-on-Trent – have a long-standing international reputation for excellent quality and attractive design. A major Canadian purchaser of British tableware is Simpsons-Sears, one of Canada's largest mail order houses. The Canadian company hopes that sales of Johnson Bros.' attractive Athena pattern will be higher than ever this year because of a Christmas promotion featuring a specially designed pack developed by Case Division, Thames Board Mills Ltd., Warrington, Lancs., who supply a wide range of cases to Johnsons.

Order for container ship propulsion turbines

AEI has won an important order from a French shipyard for the main propulsion geared steam turbine machinery to be installed in the third container ship for the Atlantic Container Line. This order, worth approximately £350,000, is from Ateliers et Chantiers de Dunkerque et Bordeaux, and covers two 19,000 s.h.p. single-cylinder turbines and gearboxes for the ship, which will be operated by the Holland America Line.

Drum making machinery for Spain

In face of competition Moon Brothers Limited, of Beaufort Road, Birkenhead, England, one of the largest suppliers of can and drum-making machinery to the world, have negotiated an order for steel drum-making machinery in Spain. This order has resulted from close co-operation between Moon Brothers and their Spanish agents, Echazarra SA of Madrid. The order comprises a number of machines for making 200-litre capacity drums.

Hungarian order

A. G. Wild and Co. Ltd. of Sheffield (and Aycliffe), the mining equipment engineers, have received an order via Hermann Schwarz of Germany for a full-face installation of Husky 50-50-ton self-advancing power roof supports for supply to the Hungarian coal mining industry. Wild are at the same time to supply an installation of 50-50-ton medium seam supports for Hungary for the mining of bauxite, a material used in the production of aluminium.

Spanish contract for Fisons

In the face of international competition, a contract to supply the 'know-how' for two large fertilizer granulation units and an ammonium nitrate solution plant, has been awarded to Fisons by ASUR (Abonos del Sureste SA).

The Fisons plants form part of a £4 million fertilizer complex to be built at Cartagena in Spain by ASUR, which is the joint venture of REPESA and UEE (Union Espanola de Explosivos SA). They will be part of the largest granulation facilities in Spain with a capacity of over 300,000 tons of concentrated fertilizers per annum and will be engineered by Foster Wheeler Iberica.

Pumps for South Africa

A third repeat order has been secured by Allen Gwynnes, the Hydraulic Division of W. H. Allen Sons & Co. Ltd., from the City Council of Pretoria. The order, worth £42,500 (R85,000), is for a fifth cooling-water circulation pump for the Rooiwal Power Station in South Africa.

Break into Latin American markets

Kismet Limited of Bedford, England, probably the world's largest company specializing in garage equipment, have revealed the opening of two new markets in Latin America for which initial orders were placed at this year's International Motor Show at Earls Court. The orders are for vehicle testing equipment to be exported to Puerto Rico and Venezuela.

Orders for Middle East and Africa

Perkins three, four and six cylinder industrial diesels are being installed as standard equipment in a new range of Petbow generating sets which have already attracted orders from Saudi Arabia and Ghana. Manufactured by Petbow Limited, of Sandwich, Kent, the new generating plant have a continuous output to BS649 of 18.75 – 70 KVA at 50 cycles and 22.5 – 80 KVA at 60 cycles.

£2.5 million Turkish bus contract

Another export success comes with the announcement that Istanbul Municipality has chosen Leyland Motors to supply a £2,500,000 fleet of city buses.

To be finally successful in one of the toughest transportation deals for some time, Leyland had competitors from the United States, France, Japan, Czechoslovakia, Germany, Italy, Spain and Holland.

Transformer export order

The Transformer Division of Ferranti Ltd. have received an order worth over £1,400,000 from the Tennessee Valley Authority, United States, for the supply of seven single-phase transformers fitted with Ferranti on-load tap changers. This brings the total value of orders received this year from the Tennessee Valley Authority to nearly £2,000,000.

Controls for giant tankers

Brookhurst Igranic is to supply four 'Power 70' control boards to Groenveld Van Der Poll of Amsterdam, for a 35,000-ton liquid gas tanker building at Atkien, Gesselschaft, Weser, Bremen, for the Stoomvaard Mij Nederland Shipping Company.

£1,500,000 Ghana order

A British organization, Euro-Export Ltd., has received a £1,500,000 contract from the Ghana Ministry of Health to supply, on international tender, all the Ministry's medical supplies and equipment up to the end of 1968. This is the first time the Ghanaians have placed such an order direct with an overseas supplier, and is an indication of the expansion of the health services in Ghana now being planned under the new National Liberation Council's government. At least £1,000,000 worth of the Health Ministry's requirements are likely to be supplied by British pharmaceutical and medical equipment manufacturers.

Yugoslavian contact

Vidor, the Royston Industries battery company, has broken into Balkan markets for the second time in under a year.

The company announced recently that contracts have been signed to supply battery machinery to Yugoslavia. The deal, worth £80,000, was won against stiff West German competition.

Solartron logger for CERN

Solartron is to supply a specially built 50 channel radiation monitoring data logger to CERN (Centre European Recherche Nucleaire) in Geneva. The order is worth about £6,000 and the logger will be delivered to Switzerland in March of next year.

CERN, an international organization to which the United Kingdom is an active contributor both in providing research scientists and funds, is engaged in research work in the field of nuclear physics.

China for France

An order valued at £7,000 retail, comprising 350 special sets of blue 'Revelry' china dinnerware has again been received by Coalport from Paris Radio Station Europe No. 1 for the network to give to its major clients this coming Christmas. Last year Coalport supplied Paris Radio with 350 'starter' sets in blue 'Revelry' comprising nine 10 inch and 7 inch dinner plates and a sauce boat and stand. This year these are extended to include three 10 inch and 7 inch plates, two oval dishes (14 inches and 12 inches) and a salad bowl.

In 1966 Coalport accounted for 20 per cent of English Bone China sales to France. This year Coalport's exports to France are over 33⅓ per cent up on those for the same period last year.

BICC overhead lines for Virgin Islands

British Insulated Callender's Construction Company Limited, the electrical and civil engineering contractors, has received a contract worth £240,000 from the Government of the British Virgin Islands through the Crown Agents and Messrs. Preece, Cardew and Rider, Consulting Engineers. The order covers the supply and installation of some 25 miles of 13.2 kV single circuit overhead lines together with the associated low voltage distribution system on the island of Tortola.

Congratulations from the Board of Trade on the high export figures achieved by WPM's Lightbown Aspinall mill at Bredbury, Cheshire, were conveyed personally to management and employees earlier this month by the Liberal MP for Cheadle, Dr. Michael Winstanley. Lightbowns export £250,000 worth of wallpaper to all parts of the world each year, their main customers being Spain and Germany. The picture shows Dr. M. Winstanley (left) examining the duplex department at Lightbown Aspinall's Bredbury Mill. With him are (centre) Mr. H. Holland, foreman, duplex department, and Mr. L. Barton, production manager.

Telephones for Kenya

GEC (Telecommunications) Ltd., of Coventry, England, is to provide the telephone system for the new Kenya Government building in Nairobi. The £40,000 order, from the Ministry of Works, Kenya, was placed through the Crown Agents.

Chubb win £30,000 contract

Chubb & Son's Lock and Safe Company Limited has won a contract – worth more than £30,000 – to provide security equipment for a principal branch of the Central Bank of Iraq. The bank already has Chubb equipment at its head office in Baghdad.

The contract was gained despite considerable competition from other security companies in Britain, America, France and Germany.

British equipment for Chicago

The Hackbridge and Hewittic Electric Company Ltd., has been successful in obtaining an order worth $1.65 million from the City of Chicago for the Chicago Transit Authority. This order covers 35,000 kW of substation equipment for the two new twin track rapid transit railway lines running from the centre of the city and along the middle reservation of the Kennedy and Dan Ryan expressways towards the O-Hare airport and city suburbs respectively, extending over a total distance of approximately 15 miles.

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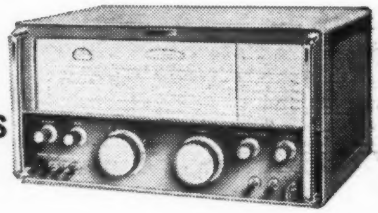

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FINLAND

Removal of import credit restriction

THE BANK of Finland has decided to abolish, with effect from January 1, 1968 its regulations requiring that certain goods are paid for in full before they are cleared through Customs or consigned to a bonded warehouse or free port.

Full details of the restriction were published in the *Board of Trade Journal* of May 12, 1967 (pages 1248-9).

As from January 1, 1968 imported goods will be subject only to the normal credit maximum of six months.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2305).

IRISH REPUBLIC

Temporary duty-free importation of self-propelled commercial vehicles

THE REVENUE COMMISSIONERS of the Irish Republic have issued the following Notice No. 18D:

IRELAND

Temporary duty-free importation self-propelled commercial vehicles

1. *Vehicles to which this Notice applies:* This Notice applies to all self-propelled commercial vehicles, e.g., lorries, vans, tractors, hearses.

2. *Person eligible to import:* A person having his only or principal place of residence and his only or principal place of business outside the State.

The importer must produce reasonable evidence on these matters to the Customs at the time of first importation of the vehicle.

3. *First importation:* If the Customs officer is satisfied, he will issue to the importer a Temporary Importation Permit in the form of a triangular sticker (C & E No. 704A). The 'sticker' is the importer's Permit for the Temporary Importation without payment of customs duty of the vehicle. The 'sticker' should be fixed in a conspicuous position on the vehicle, preferably on the windscreen.

Triptyque, carnet or other security for duty is not required.

4. *Period of validity of 'sticker':* Normally one year from the date stamped on it by the Customs.

There is no limit on the number of times the vehicle may be imported during the period of validity of the 'sticker', but the vehicle must not be retained in the State once the period of validity expires.

5. *Disposing of vehicle not allowed:* The vehicle must not be loaned (whether for a consideration or otherwise), sold, given away, exchanged or otherwise disposed of in the State except with the permission of the Revenue Commissioners.

However, a vehicle which at the time of importation is on hire to the importer may, with the permission of the Revenue Commissioners, be re-hired once only to another person eligible under paragraph 2 of this Notice, but the re-hiring must be done through a State resident who is in the car hire business.

6. *Restriction on use:* The vehicle must not be used (whether with or without remuneration or reward) for industrial or commercial transport between places within the State. It may, however, be used for the transport of apparatus for use in the transmission of radio or television programmes or in the making of sound recordings, television films or cinematograph films, and also for any purpose in connection with a Dail election.

7. *Production of documents:* The importer or any person found in charge of a commercial vehicle imported under a Temporary Importation Permit must, on request by the Customs or Gardai, produce all documents in his possession relating to anything being carried in the vehicle.

8. *Cessation of exemption from duty:* The vehicle will cease to be exempt from customs duty if the importer ceases to be eligible under paragraph 2 of this Notice. Should the importer cease to be eligible under that paragraph while he has a vehicle here on a 'sticker', he should immediately inform Division 1, Customs and Excise Secretariat, Revenue Commissioners, Dublin Castle, Dublin 2.

9. *Other legal requirements:* The Statutory Regulations under which the 'sticker' is issued do not exempt the importer from compliance with any legal requirement, obligation, restriction or prohibition other than the requirement of paying at the time of importation the customs duty which would otherwise be payable on the vehicle.

10. *Right to examine papers:* All documents relating to the importation, ownership and registration of the vehicle must be produced on request to the Customs or the Gardai by the importer or the person found in charge or control of the vehicle.

(*Continued on next page*)

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible.

IRISH REPUBLIC, *continued*

11. *Warning:* This Notice does not purport to be a legal interpretation or a comprehensive statement of the law on this subject. The Statutory Regulations governing the matter are the Motor Vehicles (Temporary Importation) Regulations, 1967, and any breach of them may render the importer liable to heavy penalties under Customs law.

12. *Parts imported for repair of vehicles:* Special arrangements are in operation for the temporary importation, on deposit of the duty involved, of parts and accessories required for the repair in the State of motor vehicles temporarily imported. Full information may be obtained at any Customs and Excise Office.

13. *Driver's licence, insurance:* Before importing a vehicle the importer should ensure that his driving licence is in order and that he is in possession of a green card or other insurance cover valid in the State.

Full details regarding the temporary importation of commercial road vehicles were published in the *Board of Trade Journal* on September 8, 1967 (pages 603-4). A Notice (No. 18E) relating to the Temporary Duty-Free Importation of Commercial Trailers was reproduced in the *Board of Trade Journal* dated November 10, 1967 (pages 1207-8). A similar Notice (No. 18C) relating to the Temporary Duty-Free Importation of Omnibuses has been issued by the Revenue Commissioners. Inquiries should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

FRANCE

Ban on imports of meat and live animals

THE FRENCH *Journal Officiel* of November 7 announced that, because of an outbreak of foot and mouth disease in Great Britain, imports of meat, meat offal, alimentary fats, meat preparations and live ruminants and pigs (domestic or wild) are prohibited from the date of the announcement until further notice.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Customs regulations for microfilms

THE FRENCH *Moniteur du Commerce International* of October 14 reports that, by Decision No. 67-535 of October 6, 1967, microfilms (Tariff No. 37.05A) imported by public concerns for non-commercial purposes will be admitted free of duty under the same conditions granted to publications and documents imported for the same purposes.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

New turnover tax legislation

AS FROM JANUARY 1, 1968, the 'Value Added Tax' (Taxe sur la Valeur Ajoutée – commonly referred to as TVA) will be, with a few exceptions, the only tax on expenditure in the French tax system. The Taxe Locale (TL), Taxe sur les Prestations de Services (TPS) and a certain number of special taxes will be abolished. To compensate for this the scope of TVA will be widened to include operations previously exempted. TVA will also be extended to the retail stage in the commercial cycle and will be payable on most types of services performed. The detailed operation of the TVA will remain very much the same as at present except that new rates of tax will apply.

This tax, although multi-stage, is not cumulative, so that when the final instalment of the tax is charged, the total of the instalments will, in the case of the standard rate, be 16⅔ per cent of the price, *including the tax itself*, on which the final assessment is made.

The rates scheduled to operate under the new law are shown below. For practical calculation of the amount of tax payable on a change of ownership of goods, it is convenient to consider the tax as a percentage of the price *before* the addition of the tax element itself, i.e. for imports, the landed cost, including import duties. These effective rates are given in parenthesis. It must be emphasized, however, that a number of amendments have already been made to this law since it was passed and that some modifications in the rates of TVA applicable to certain items are still under discussion in the French Parliament. These, however, are not expected to be extensive.

Normal rate

16⅔ per cent (20 per cent). This rate will apply to all commercial operations and to all products other than those for which the other rates of tax are prescribed or those exempt from TVA altogether.

Increased rate

(Taux Majoré) 20 per cent (25 per cent). This will apply to seven categories. These are: (i) pearls and precious stones or items made up of precious stones and precious metals; (ii) cinema and photographic materials; (iii) recording and record-playing apparatus, records and audio tapes; (iv) radio and television receivers; (v) new passenger cars (used cars in 1969); (vi) certain luxury furs; (vii) tobacco and matches.

Among the principal items which will go down from the old increased rate to the new ordinary rate are: beer and spirits, mineral waters, lighting apparatus and hand-made carpets. On the other hand, private cars, tobacco and matches, at present on the ordinary rate, will attract the new increased rate.

Intermediary rate

12 per cent (14 per cent). This rate will apply to certain products and services such as:

- foodstuffs (other than those subject to the rate of 6 per cent)
- wines, ciders, perries, fruit and vegetable juices, aperitifs with a wine base
- products for consumption at the point of sale other than spirits
- the provision of accommodation (except accommodation attracting the rate of 6 per cent)
- household soap, paraffin and turpentine
- books (other than those subject to the rate of 6 per cent)
- gas, electricity, compressed air, steam, coal
- passenger transport
- house building transactions.
- workmanship carried out by artisans enrolled on the Register of Trades but excluding the resale of goods in the purchased state by such persons
- trades taxable under a 'forfeit' scheme and enjoying a special allowance against which TVA can be recovered
- services of a social or cultural nature, such as medical care work carried out in medical analysis laboratories, services rendered by travel agencies and tourist organizations
- laundries, dyers and dry cleaners, and hairdressers (other than those of salons classified as 1st Class).

Reduced rate

6 per cent (6 per cent). Full details are not yet available, but the rate will, for example, be applicable to:

- certain services rendered which can be clearly defined such as the provision of accommodation by classified tourist hotels, holiday villages, and board and lodging in the same establishments up to three quarters of their total amount (i.e. cost of accommodation)
- raw agricultural produce, cereals, fruit, vegetables, eggs, poultry, fish, meat
- foodstuffs which have a large consumption, oils, pastas, sugar, chocolate, jams, bread
- dairy produce
- books of particular interest in the social, cultural or scientific fields.

Recovery of added value tax on capital investment and overheads expenses

Generally speaking, in addition to the recovery of the TVA on goods, a business with a commercial activity can fully recover the TVA paid on its purchases of fixed assets and other operating expenses by offsetting this against the TVA it owes on sales.

Full details of the actual taxes on individual products will not be available for some time, but when they are, a further announcement will be made in the *Board of Trade Journal*.

Any inquiries about this new legislation should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

EUROPEAN ECONOMIC COMMUNITY

Use of colouring matter in foodstuffs

IN OCTOBER 1962 the Council of the European Economic Community agreed a Directive on the matter of colouring materials permitted to be used in the foodstuffs trade within the European Economic Community. An unofficial translation of this Directive was published in the *Board of Trade Journal* dated December 7, 1962 (pages 1184-1188). An amendment to this Directive was published in the *Board of Trade Journal* dated December 3, 1965.

The *Journal Officiel des Communautés Européennes* No. 263, dated October 30, 1967, contains the text of a further Directive, No. 67/653/CEE, amending the original Directive. An unofficial translation of the relevant parts is given below.

Article 1

The Directive of the Council of October 23, 1962, shall be amended as follows:

1. The following data shall be inserted in Annex I, Section I:

– After E126:

'E 127	Erythrosine.	.	887 (773) 45 430	93	Disodium or dipotassium salt tetraiodofluoroscein'

– After E141:

'E 142	Acid green 50	.	836 (737) 44 090	86	αα - Di - (4 - dimethylaminophenyl) - 2-hydroxy-3, 6-disulphonaphthyl-methanol anhydride sodium salt'

The data concerning erythrosine and acid green 50 in **Annex II**, Section I, are deleted.

2. The following data are inserted in Annex III:

– After E126:

'E 127 – Erythrosine		
Products insoluble in water .	.	not more than 0·2%
Mineral iodides . . .	.	not more than 1,000 mg/kg (estimated as sodium iodide)
Additional colouring matter	.	not more than 3%
Fluorescein . . .	.	no detectable trace'

– After E141:

'E 142 – Acid green 50		
Products insoluble in water .	.	not more than 0·2%
Additional colouring matter	.	not more than 1%

Article 2

The Member States shall bring into force any measures necessary for compliance with the present Directive by January 1, 1968, at the latest, and shall immediately inform the Commission.

Article 3

The present Directive is addressed to the Member States.

Done in Luxembourg on October 24, 1967.

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

Common organization of the market for cereals

THE *Board of Trade Journal* dated November 10, 1967 (page 1206) contained an announcement about the common organization of the market for cereals.

The text of the following Regulations which also affect trade in this sector were published in the *Journal Officiel* No. 266 dated November 1, 1967.

Regulation No. 792/67/CEE fixes the refunds for processed feedstuffs with a cereal or rice base.

Regulation No. 793/67/CEE fixes the levies applicable to the import of processed animal feedstuffs with a cereal or rice base.

The French text of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations will be published by HMSO.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

A party of Dutch architects and contractors with special interests in swimming pool design paid a one day visit to England to study Metacoustic ceiling installed at the new Loughton (Essex) swimming baths where 14,000 sq. ft. of pvc strip directional ceiling has been installed. The photograph shows (from left to right): Mr. C. Blaak (of the Metacoustic Dutch agents), Mr. C. Brooke (Metco Ceilings division), Mr. Stanley Davis (Metco export manager), Mr. A. W. Groenendijk (architect of AIA Office, Heerlen), Mr. H. van Zandvoort (Dutch Contractor specializing in swimming pools), Mr. F. Bongers (architect, AIA Office, Heerlen), Mr. V. A. M. Wolters (Dutch Swimming Pools Commission) and with back to the camera, Mr. A. M. de Johngh (Metacoustic Dutch agent).

Common organization of the market for rice

THE *Board of Trade Journal* dated November 10, 1967 (page 1206) contained an announcement about the common organization of the market for rice.

The text of the following Regulations which also affect trade in this sector were published in the *Journal Officiel* No. 266 dated November 1, 1967.

Regulation No. 792/67/CEE fixes the refunds for processed feedstuffs with a cereal or rice base.

Regulation No. 793/67/CEE fixes the levies applicable to the import of processed animal feedstuffs with a cereal or rice base.

The French text of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations will be published by HMSO.

Common organization of the market for sugar

THE *Board of Trade Journal* dated November 10, 1967 (page 1206) contained an announcement about the common organization of the market for sugar.

The text of the following Regulation which also affects trade in this sector was published in the *Journal Officiel des Communautés Européennes* No. 266 dated November 1, 1967.

Regulation No. 796/67/CEE fixes the maximum premiums for denaturing sugar to be used in animal feeding.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of this Regulation will be published by HMSO.

(Continued on next page)

EUROPEAN ECONOMIC COMMUNITY, *continued*

Common organization of the market for olive oil and oil seeds

THE *Board of Trade Journal* dated November 10, 1967 (page 1207) contained an announcement about the common organization of the market for olive oil and oil seeds.

The text of the following Regulations, which also affect trade in this sector, were published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 791/67/CEE relates to the standard amount for unrefined olive oil coming wholly from Greece and being transported directly to the Community (*Journal Officiel* No. 265 dated October 31, 1967).

Regulation No. 807/67/CEE fixes the refunds applicable to exports of olive oil. (*Journal Officiel* No. 266 dated November 1, 1967).

Regulation No. 808/67/CEE modifies the export refund for oil seeds. (*Journal Officiel* No. 266 dated November 1, 1967).

The French text of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations will be published by HMSO.

Trade in cereal based animal feedstuffs

THE *Board of Trade Journal* dated October 13, 1967 (page 938) contained an announcement about cereal based animal feedstuffs.

The text of the following Regulations which also affect trade in this sector were published in the *Journal Officiel* No. 266 dated November 1, 1967.

Regulation No. 792/67/CEE fixes the refunds for processed feedstuffs with a cereal or rice base.

Regulation No. 793/67/CEE fixes the levies applicable to the import of processed animal feedstuffs with a cereal or rice base.

The French text of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations will be published by HMSO.

Trade in processed products with a fruit or vegetable base

THE *Board of Trade Journal* dated November 10, 1967 (page 1205) contained an announcement about draft Regulations concerning trade in processed products with a fruit or vegetable base and with sugar added.

The *Journal Officiel des Communautés Européennes* No. 265 dated October 31, 1967 now contains the approved text of two of these Regulations:

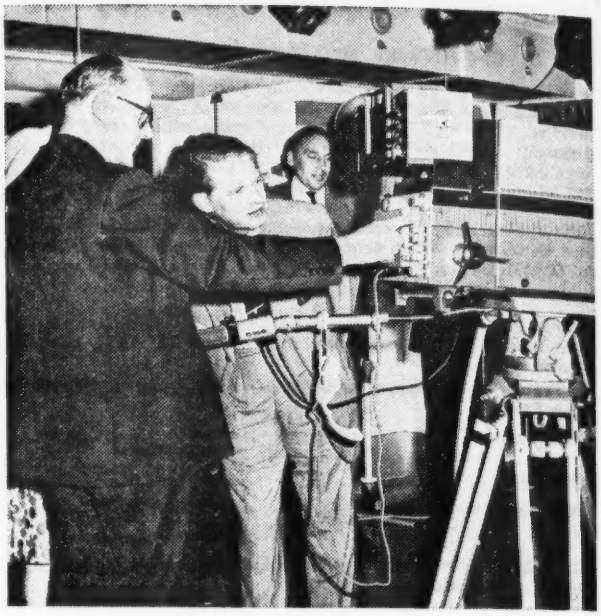
Regulation No. 789/67/CEE sets out the system of trade applicable to processed products with a fruit or vegetable base and with sugar added, for the period November 1, 1967 to June 30, 1967.

Regulation No. 790/67/CEE relating to the rule applicable to processed products with a fruit or vegetable base and with sugar added, originating from the African and Malagasy States and from overseas territories.

The *Journal Officiel* No. 266 dated November 1, 1967 contains the text of the following Regulation:

Regulation No. 797/67/CEE fixes the difference between the threshold price in the Member States and the world price for white sugar applicable to the calculation of the levy and refund provided for in Regulation No. 789/67/CEE (see above).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations of these Regulations will be published by HMSO.



EMI Electronics' report that their 2001 *colour camera has successfully completed appraisal tests at the Institut für Rundfunktechnik, Munich, the national research and development centre for all German broadcasting organizations. Following the IRT examination, a demonstration of the camera to broadcast engineers was attended by Mr. G. H. Baker, British Consul General in Munich. Picture shows Mr. I. J. P. James (left), general manager of development and production, EMI Television Group, who headed the design team of the* 2001, *demonstrating the camera to Mr. Baker.*

FEDERAL REPUBLIC OF GERMANY

Prohibition on imports of meat from Great Britain

WITH EFFECT from November 7, 1967 the Federal German Government has prohibited imports of meat of hoofed animals from Great Britain into the Federal Republic and West Berlin. A notice to this effect is published in *Federal Gazette* No. 210 of November 8, 1967.

The prohibition does not apply to meat in air tight sealed containers which have been made durable by heating to over 100° Centigrade under an official certificate. Nor does it include fats rendered by heating, completely dried or salted offals or meat for consumption on ships, aircraft or trains. Land veterinary authorities may grant exemptions at their discretion. The prohibition will remain in force for six months.

Inquiries relating to this announcement should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2307), quoting reference CRE 10156/3/G.

PORTUGAL

Amendments to Customs Tariff

THE PORTUGUESE *Diario do Governo*, First Series, No. 254, of November 2, 1966, published Decree Laws Nos. 47298 and 47299, amending the Customs Tariff as described below. The amendments made by these two Decree Laws came into immediate force and had the following effects:

Tariff Heading	Description	Tariff Rates (Esc. per kg.)	
		Maximum	Minimum
		(Old rates in brackets)	
53.09	Yarn of horsehair or of other coarse animal hair, not put up for retail sale: 02 Not specified	32·00 (2·00)	16·00 (1·00)

The following note was added to sub-heading BN 56.01.02 of the Customs Tariff:

Note: Fibre 150 mm. long and 14 deniers, when imported by industries utilizing it for the manufacture of yarn of goat hair, shall be liable on importation to rates of Esc. 4.00 and 2.00 per kg. under the maximum and minimum tariffs respectively, subject to a favourable report from the Inspectorate-General of Agricultural and Industrial Products showing that such fibre is not manufactured under economic conditions in Portugal. Fibre used other than as exclusively laid down in the present Note shall be considered as evasion of the duties applicable under the present sub-heading. Enterprises must keep a register of the quantities imported and the purpose for which the fibre is used and shall supply the Customs with any items necessary for verification of use.

The tariff rates resulting from these changes are to be considered as basic duties for EFTA purposes, superseding any earlier provisions. The following timetable of reductions is applicable to the new basic duties for tariff item BN 53.09.02, under the provisions of paragraph 6 of Annex G to the EFTA Convention.

June 30, 1967 . . . reduction of 20 per cent
June 30, 1969 . . . reduction of 10 per cent
June 30, 1971 . . . reduction of 10 per cent
June 30, 1973 . . . reduction of 10 per cent

The remaining 50 per cent of duty will be eliminated before January 1, 1980, by successive reductions as from July 1, 1974.

As regards the rates of import duty under the note for tariff item BN 56.01.02, the timetable now being followed is that set out at paragraph 4 of Annex G to the Convention.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 460 and 462).

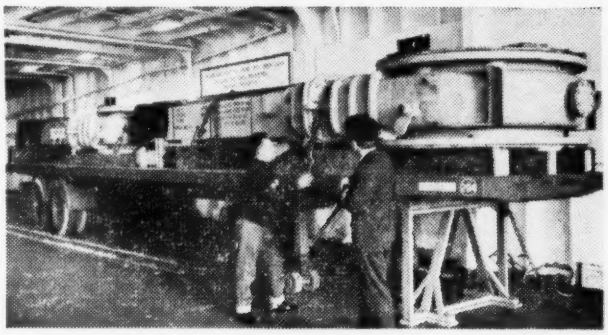
EFTA Duty Reductions

THE PORTUGUESE *Diario do Governo*, First Series, No. 224, of September 25, 1967, publishes Decree Law No. 47957, listing a wide range of goods (shown below) which are in future to follow an accelerated timetable of import duty reductions under the EFTA Convention when applicable. Under this Decree the amount of duty still remaining on the goods mentioned will be eliminated by annual reductions of 10 per cent of the basic duty as defined in the Convention, starting from January 1, 1968.

List of items affected

Heading Number	Sub-heading Number	Description
25.17		Pebbles and crushed or broken stone (whether or not heat-treated), gravel, macadam and tarred macadam, of a kind commonly used for concrete aggregates, for road metalling or for railway or other ballast; flint and single, whether or not heat-treated; granules and chippings (whether or not heat-treated) and powder of stones falling within heading No. 25.15 or 15.16.
39.07	Ex 02	Raincoats and underpants.
41.09		Parings and other waste, of leather or of composition or parchment-dressed leather, not suitable for the manufacture of articles of leather; leather dust, powder and flour.
42.03	01,02,03,04 and 05	Articles of apparel and clothing accessories of leather or of composition leather.
46.01		Plaits and similar products of plaiting materials, for all uses, whether or not assembled into strips.
46.02	01,02,03,04 and 05	Plaiting material bound together in parallel strands or woven, in sheet form, including matting, mats and screens; straw envelopes for bottles.
48.09		Building board of wood pulp or of vegetable fibre, whether or not bonded with natural or artificial resins or with similar binders.
55.01		Cotton, not carded or combed:
	02	Dyed.
55.03		Cotton waste (including pulled or garnetted rags), not carded or combed.
55.04	01, 02 and 03	Cotton, carded or combed.
55.07		Cotton gauze.
57.06		Yarn of jute.
57.07	01 and 02	Yarn of other vegetable textile fibres.
57.10	01 and 02	Woven fabrics of jute.
59.05	01 and 02	Nets and netting made of twine, cordage or rope, and made up fishing nets of yarn, twine, cordage or rope.
61.02	01 and 02	Women's, girls' and infants' outer garments.
61.05	01, 02, 03 and 04	Handkerchiefs.
62.01	01 and 02	Travellings rugs and blankets.
Ex 65.06		Other headgear, whether or not lined or trimmed, waterproofed, of man-made fibres.
66.02	01 and 02	Walking sticks (including climbing sticks and seat sticks), canes, whips, riding-crops and the like.
68.01		Road and paving setts, curbs and flagstones, of natural stone (except slate).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).



Three 45-ft. long trailers, each carrying a giant 11-ton blast furnace chimney valve, made the crossing from Southampton to Bilbao by the MacPak Container Service recently in the MS 'Patricia' after travelling from Ashmore, Benson, Pease & Company's Stockton-on-Tees works. The valves will form part of the automatic control of hot blast stoves in the blast furnace at the world's newest integrated ironmaking plant at Sestao, near Bilbao in northern Spain, which is costing £15 million and is due to be commissioned by the end of the year. Designed to operate at a temperature of 350°C, the valves are 56-in. in bore and measure 24 ft. 6 in. x 7 ft. 6 in. x 3 ft. 6 in.

Drawback of import duty on polyvinylchloride

THE PORTUGUESE *Diario do Governo*, First Series, No. 214, of September 13, 1967, publishes Order No. 22895 of the same date authorizing the importation under the drawback system of polyvinylchloride (PVC) strip in rolls for the manufacture of Christmas decorations intended for export.

The duty to be refunded shall be equivalent to the amount of duty paid on the quantity of raw material used in the exported manufactures. To qualify for this concession the finished decorations must be exported within two years from the date of importation of the raw materials used.

The actual amount of duty refundable and other conditions shall in each case be regulated by Ministerial decision.

SPAIN

Suspension of customs duties

IN THE *State Gazette* of October 17 the Spanish authorities announced the suspension of import duties on fresh milk (Tariff heading 04.01A) until January 17, 1968.

Duty-free quota for coking coal

IN THE *State Gazette* of November 1 the Spanish authorities announced that the duty-free import quota for coking coal for steel works for the year 1967 has been increased from 1,100,000 tons to 1,443,000 tons. The only duty to be paid on such imports will be the 7 per cent Home Tax Compensation Levy.

PORTUGUESE OVERSEAS TERRITORIES (ANGOLA AND MOZAMBIQUE)

Modifications to Customs Tariff

THE PORTUGUESE *Diario do Governo*, First Series, No. 203, of August 31, 1967, publishes Decree Law No. 47878 relating to Angola and Mozambique, which has the following effects:

(1) It authorizes the Minister for the Overseas Provinces, by issuing a Ministerial order, in appropriate circumstances to

(*Continued on page* 1287)

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exempt from import duty and other Customs charges any goods offered to, or acquired from external sources by, the State, administrative bodies or other official organizations, including institutions carrying out charitable and other welfare and social work.

(2) It amends the minimum import tariff of Angola as follows:

Tariff Heading	Description	Rate of Duty Old Rate	(Esc. per Kg.) New Rate
10.01 11.01	Wheat and meslin (mixed wheat and rye) Cereal flours: Not put up for retail sale: 01 Of wheat Put up for retail sale: 03 Containing added vitamins, mineral phosphates or artificial yeasts 04 Not containing such added substances	1·00 4·00 4·00 4·00	2·00 4·00 1·50 2·40

(3) It announces that Notes (1) and (2) to sub-headings 73.14.02/03 and 05 of the Customs Tariff for Mozambique have been suspended from force. In future, until further notice, imports into Mozambique classified under these headings shall be dutiable at Esc. 1.80 per kg., instead of Esc. 160 – per ton (gross weight).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R1670, R1671 and R1683, published in the Republic of South Africa *Government Gazette* of October 27, amend the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty General	M.F.N.	Preferential
R.1670. Section XVI. Machinery and mechanical appliances; electrical equipment; parts thereof. By the insertion after Note 7 to Section XVI of the following: 8. A reference in this Section to 'portable' or to 'mobile' is deemed to relate to machinery or other goods, irrespective of the weight or construction thereof, which can readily be moved, carried, transferred or conveyed by any means, for use on different premises and which are not for any reason in connection with the operation of the machinery or other goods, required to be attached permanently to a fixed base.				
R.1671 76.16 Other articles of aluminium. By the insertion after sub-heading No. 76.16.70 of the following: 76.16.80 Venetian blinds	lb.	10%		
R.1683 38.11 Disinfectants, insecticides, fungicides, etc. By the insertion after sub-heading No. 38.11.70 of the following: 38.11.80 Molluscicides with N-tritylmorpholine as active ingredient	lb.	Free		
84.64 Gaskets and similar joints of metal sheeting, etc. By the substitution for sub-heading No. 84.64.20 of the following: 84.64.20 Identifiable for use solely or principally with machinery, plant, stationary engines or tractors (excluding road tractors)	lb.	Free		

REPUBLIC OF TOGO

Price control regulations

THE BRITISH EMBASSY in Lomé has been asked by the Togolese Ministry of Foreign Affairs to bring the attention of British exporters to the difficulties being experienced by Togolese importers over the application of the recent price and distribution regulations.

In order to comply with these regulations, the importer needs to know the ex-factory price of the goods, the f.o.b. price, and the cost of shipping and insurance. In some instances some companies have been unable to comply with the regulations through not having these details, and therefore the co-operation of British exporters is requested in ensuring that the Togolese importers are supplied with the required information.

Any inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Centaxial Fans Ltd., of Haverhill, Suffolk, recently completed an order for 29 long-cased axial flow fans for ventilating a nine-storey underground car park situated beneath one of the largest stores in Paris. The fans ranged from 12-inch to 38-inch diameters, were fitted with air-operated dampers and anti-vibration mountings, and, except for one duty, with two-speed motors. Inlet cones and silencers were incorporated in some units. The picture shows the loading of two of the 38-inch fans into a container at Haverhill.

ISRAEL

Import regulations on control of seeds

REGULATIONS concerning the importation of seeds translated from the Israeli Government Gazette of August 31 have been brought to our notice. The following list of field crops, fodder crops and vegetable seeds can be imported from the United Kingdom by permission of the Competent Authority.

	Species	*Variety*
1.	Darnel	Westroldi
2.	Fodder cabbage	
3.	Fodder beetroot	Lord Warden
4.	Fodder beetroot	Slutsetrop
5.	Fodder beetroot	Akendorf
6.	Fodder beetroot	Jeanson green
8.	Peas	Laxton Progress
9.	Peas	Clubdon miracle
10.	Peas	Perfection
11.	Peas	Lincoln
12.	Turnip	White Globe

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

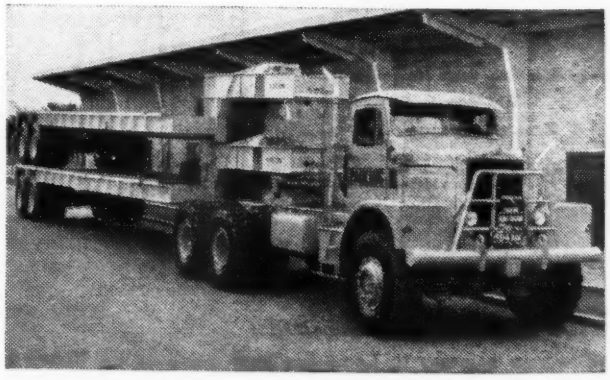
LEBANON

Customs tariff

THE FOLLOWING AMENDMENTS have been made in the Lebanese Customs Tariff:

Heading No.	Description of goods	Basis for collection	Normal Tariff
08.01	Dates, bananas, coconuts, Brazil nuts, cashew nuts, pineapples, avocados, mangoes, guavas and mangosteens, fresh or dried, shelled or not:		
	(a) (No change)		
	(b)		
	(c) Cashew nuts	*ad valorem*	18%
	(Rest unchanged)		
08.05	Nuts other than those falling within heading No. 08.01:		
	Fresh or dried, shelled or not:		
	(a) Almonds:		
	12 (1) Unshelled	K.G.	20 piastres
	13 (2) Shelled	K.N.	75 piastres
	(b) Walnuts:		
	22 (1) Unshelled	K.N.	20 piastres
	23 (2) Shelled	K.N.	80 piastres
	(c) Hazelnuts:		
	32 (1) Unshelled	K.N.	80 piastres
	33 (2) Shelled	K.N.	160 piastres
	(d) Pistachio nuts:		
	42 (1) Unshelled	K.N.	50 piastres
	43 (2) Shelled	K.N.	100 piastres
	51 (e) Chestnuts	K.N.	15 piastres
	61 (f) Other	*ad valorem*	18%
09.01	Coffee, whether or not roasted or freed of caffeine, coffee husks and skins; coffee substitutes containing coffee in any proportion:		
	(a) (No change)		
	21 (b) Other	K. ½ G.	180 piastres
	Reconstruction Tax	K. ½ G.	10 piastres
10.06	Rice:		
	(a) (No change)		
	21 (b) Whole grains ground to remove the pericarp, polished or glazed	*ad valorem*	Free
	(c) (No change)		
11.01	Cereal flours:		
	11 (a) Of wheat (hard and soft) (1)	*ad valorem*	Free
	(Rest unchanged)		
20.07	Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit:		
	A. Not containing added sugar:		
	1. 2. 3. 4. 5. 6. (No change)		
	7. Pineapple juice:		
	(a) Concentrated, in containers of a net content of three kilogrammes or		
	26 more	*ad valorem*	18%
	27. (b) Other	Kilogramme half gross	100 piastres
	the duty not to be less than	*ad valorem*	36%
	28. 8. Other	Kilogramme half gross	100 piastres
	the duty not to be less than	*ad valorem*	36%
	B. (No change)		
25.23	Portland cement, 'ciment fondu', slag cement, supersulphate cement and similar hydraulic cements, whether or not coloured or in the form of clinker:		
	(a) (No change)		
	21 (b) White or coloured cement, 'ciment fondu', magnesian cement containing at least 5% of magnesium oxide	1,000 kilogrammes gross	3,000 piastres
	(c) (No change) the duty not to be less than	*ad valorem*	30%
42.02	Travel goods (for example, trunks, suitcases, hatboxes, travelling bags, rucksacks), shopping-bags, handbags, satchels, briefcases, wallets, purses, toilet-cases, tool cases, tobacco-pouches, sheaths, cases, boxes (for example, for arms, musical instruments, binoculars, jewellery, bottles, collars, footwear, brushes) and similar containers, of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fabric:		
	11 (a) Of leather or composition leather	*ad valorem*	28%
	21 (b) Of fabric of natural silk or of man-made or synthetic textile fibres	*ad valorem*	36%
	31 (c) Of artificial plastic sheeting	*ad valorem*	28%
	41 (d) Other	*ad valorem*	18%
42.03	Articles of apparel and clothing accessories of leather or of composition leather:		
	11 (a) Gloves	*ad valorem*	36%
	21 (b) Other	*ad valorem*	18%
58.01	Carpets, carpeting and rugs knotted (made up or not):		
	11 (a) Of silk or waste silk	*ad valorem*	36%
	(b) Of man-made or synthetic fibres	*ad valorem*	28%
	(Rest unchanged)		
58.02	Other carpets, carpeting, rugs, mats and matting, and 'Kelem', 'Schumacs' and 'Karamanie' rugs and the like (made up or not):		
	11 (a) 'Kelem', 'Schumacs' and 'Karamanie' fabrics and the like	*ad valorem*	18
	21 (b) Carpets, carpeting and rugs of wool or of fine animal hair	*ad valorem*	18%
	(c) (No change)		
65.04	Hats and other headgear, plaited or made from plaited or other strips of any material, whether or not lined or trimmed:		
	(a) (No change)		
	21 (b) Of cotton	*ad valorem*	28%
	31 (c) Other	*ad valorem*	18%
65.05	Hats and other headgear (including hair nets), knitted or crocheted, or made up from lace, felt or other textile fabric in the piece (but not from strips), whether or not lined or trimmed:		
	(a) (No change)		
	21 (b) Of cotton	*ad valorem*	28%
	31 (c) Other	*ad valorem*	18%
65.06	Other headgear, whether or not lined or trimmed:		
	(a) (No change)		
	21 (b) Of cotton	*ad valorem*	28%
	31 (c) Other	*ad valorem*	18%
73.24	Compressed gas cylinders and similar pressure containers, of iron or steel:		
	(a) Welded:		
	1. (No change)		
	2. Other	per container	250 piastres
	the duty not to be less than	*ad valorem*	18%
85.06	00 Electro-mechanical domestic appliances, with self-contained motor	*ad valorem*	18%
85.07	00 Shavers and hair clippers, with self-contained electric motor	*ad valorem*	18%
85.10	00 Portable electric battery and magneto lamps, other than falling within heading No. 85.09	*ad valorem*	18%
85.12	00 Electric instantaneous or storage water heaters and immersion heaters; electric soil heating apparatus and electric space heating apparatus; electric hair dressing appliances (for example, hair dryers, hair curlers, curling tong heaters) and electric smoothing irons; electro-thermic domestic appliances, electric heating resistors, other than those of carbon	*ad valorem*	18%
85.15	Radiotelegraphic and radio-telephonic transmission and reception apparatus; radio-broadcasting, television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:		
	11 (a) Radio-broadcasting reception apparatus (including receivers incorporating a gramophone) (2)	*ad valorem*	28%
	Reconstruction Tax	*ad valorem*	4%
	21 (b) Television reception apparatus (1)	*ad valorem*	28%
	Reconstruction Tax	*ad valorem*	4%
	(c) Special furniture designed for the apparatus falling within sub-headings a and b above, but imported without such apparatus:		
	32 1. Of wood	*ad valorem*	36%
	39 2. Of other materials	*ad valorem*	28%
90.07	Photographic cameras; photographic flashlight apparatus:		
	(a)		
	(b) (No change)		
	(c)		
	41 (d) Other	*ad valorem*	21%
92.11	Gramophones, dictating machines and other sound recorders and reproducers, including record players and tape decks, with or without sound-heads, television image and sound recorders and reproducers, magnetic:		
	(a) (No change)		
	21 (b) Other	*ad valorem*	28%
	Reconstruction Tax	*ad valorem*	4%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 420 and 475).



Destined for work on a new road construction project in Abu Dhabi are three Scammell 6 x 6 constructors and six King semi-low trailers recently supplied to Pauling and Co. Ltd., civil engineering contractors. The trailers are designed to carry up to 258 drums of bitumen, weighing 40 tons in all.

KUWAIT

Ban on welded steel pipes

THE KUWAITI GOVERNMENT have recently published in *Official Gazette* No. 648 of October 15, a ban on the importation of welded black steel pipes of 6 in. and 48 in. external diameter.

The decree covers bare pipe (i.e. black not galvanized) and bitumen lined, coated and wrapped pipe. We also understand that the decree covers all process welded pipe whether spirally welded, longitudinally welded or electro-resistance welded. The decree does not cover seamless pipe, heavy walled pipe, drill tubing and 'exotics' (heat resistance pipe and a variety of special piping peculiar to the oil industry).

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

SINGAPORE

Import control

SINGAPORE Notice to Importers No. 45 of 1967, states that, with effect from October 30, 1967, the Singapore Government has removed the quota restriction on wire nails (TC 694111). This means that the goods are now subject to specific licensing only.

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable of the following announcements by the Singapore Government:

(1) Subject to representation made in writing to the Minister of Finance before December 2, 1967, it is proposed to declare the following industry and product to be a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	Products
Metal working	Metal lanterns.

This notice means that the Minister of Finance is satisfied that the establishment and development of this industry in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Singapore Income Tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

(2) The undermentioned industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	Products
1. Nylon spinning, weaving and knitting	Nylon blankets.
2. Electrical appliances	(I) Airconditioning units for motor vehicles. (II) Refrigeration equipment for railroad pullmans and rolling stocks.
3. Textiles	Sanitary belts.
4. Food preparation	(I) Frozen fruits and vegetables. (II) Frozen prepared meals.

A preliminary notice of intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of September 22, 1967, page 733.

Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 6197/4/G.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of September 1 issue.

AUSTRALIA

Tariff Board inquiry

THE AUSTRALIAN Minister of Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **forged steel flanges** (tariff item 73.20.100).

This reference is of departmental origin and as a result of representations by local industry

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
73.20	Tube and pipe fittings (including joints, elbows, unions and flanges), of iron or steel:		
73.20.100	Forged steel flanges	40%	25%

This mater has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than December 4.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2236/67.

Special Advisory Authority inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Au hority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods: Knitted coats, jumpers, cardigans, sweaters and the like (Tariff items 60.05.121, 60.05.129).

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	General	Preferential
60.05	Outer garments and other articles, knitted or crocheted, not elastic or rubberized:		
60.05.1	Articles of apparel:		
60.05.12	Coats, jumpers, cardigans, sweaters and the like:		
60.05.121	With chest measurement under 34 inches	45% or, if higher, $0·30 each, and 27½%	27½% or, if higher, $0·20 each, and 12½%
60.05.129	Other	45% or, if higher, $0·55 each, and 27½%	27½% or, if higher, $0·30 each, and 12½%

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2 (Tel. 01-930 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319/2318), quoting reference CRE 1775/67.

(*Continued on next page*)

AUSTRALIA, *continued*

Tariff changes (including temporary duties)

DETAILS ARE giving below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on November 1, 1967. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
	After note 7 to Chapter 15 insert the following note: 8. *The following goods are specified for the purposes of paragraph 15.07.63, that is to say, goods that:* (*a*) *were in transit to Australia on September 21 1967; and* (*b*) *are entered for home consumption within 21 days after importation.*				
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified:				
15.07.06	Cotton seed oil; maize oil; olive oil; palm oil; peanut oil; rape seed oil; safflower seed oil; soya bean oil; sunflower seed oil:				
15.07.630	Safflower seed oil	$0·30 per gal.	$0·283 per gal.	$0·30 per gal., and except in respect of goods specified in note 8 to this Chapter, if the f.o.b. price per gallon is less than $1·15, a temporary duty of an amount per gallon equal to the difference	$0·283 per gal., and except in respect of goods specified in note 8 to this Chapter, if the f.o.b. price per gallon is less than $1·15, a temporary duty of an amount per gallon equal to the difference
37.01	Photographic plates and film in the flat, sensitized, unexposed, of any material other than paper, paperboard or cloth:				
37.01.100	[Autochrome and similar type plates; collodion and Schuhmann plates	7½%	Free	17½% (Under new item 37.01.000)	10% (Under new item 37.01.000)
37.01.900	Other]	27½% or, if higher, $0·05 per sq. ft.	12½% or, if higher, $0·025 per sq. ft.	17½% (Under new item 37.01.000)	10% (Under new item 37.01.000)
37.01.000	*Photographic plates and film in the flat, sensitized, unexposed, of any material other than paper, paperboard or cloth*	7½% (Under former item 37.01.100) 27½% or, if higher, $0·05 per sq. ft. (Under former item 37.01.900)	Free (Under former item 37.01.100) 12½% or, if higher, $0·025 per sq. ft. (Under former item 37.01.900)	17½%	10%
37.02	Film in rolls, sensitized, unexposed, perforated or not:				
37.02.2	Perforated:				
37.02.210	35 millimetres in width and not exceeding 5·5 feet in length	27½%	12½%	17½%	10%
37.02.29	[Other:				
37.02.291	Not greater than 16 millimetres in width	$0·208 per 100 ft.	$0·208 per 100 ft.	17½% (Under new item 37.02.220)	12½% (Under new item 37.02.220)
37.02.299	Other	Primage 10% $0·008 per ft.	Primage 5% $0·008 per ft.	17½% (Under new item 37.02.290)	17½% (Under new item 37.02.290)
37.02.900	Other]	27½% or, if higher, $0·062 per sq. ft.	12½% or, if higher, $0·033 per sq. ft.	7½% (Under new item 37.02.910) 17½% (Under new item 37.02.990)	Free (Under new item 37.02.910) 10% (Under new item 37.02.990)
37.02.220	*Not greater than 16 millimetres in width*	$0·208 per 100 ft. (Under former item 37.02.291)	$0·208 per 100 ft. (Under former item 37.02.291)	17½%	12½%
37.02.290	*Other*	$0·008 per ft. (Under former item 37.02.299)	$0·008 per ft. (Under former item 37.02.299)	17½%	17½%
37.02.9	*Other:*				
37.02.910	*In jumbo rolls*	27½% or, if higher, $0·062 per sq. ft. (Under former item 37.02.900)	12½% or, if higher, $0·033 per sq. ft. (Under former item 37.02.900)	7½%	Free
37.02.990	*Other*	27½% or, if higher, $0·062 per sq. ft. (Under former item 37.02.900)	12½% or, if higher, $0·033 per sq. ft. (Under former item 37.02.900)	17½%	10%
37.03	Sensitized paper, paperboard and cloth, unexposed or exposed but not developed:				
37.03.100	[Albumin, autotype, bromoil, collodion, direct positive, platinotype and stripping papers	7½%	Free	No change (Under new item 37.03.100) 17½% (Under new item 37.03.900)	No change (Under new item 37.03.100) 10% (Under new item 37.03.900)
37.03.200	Papers and fabrics of a kind used in the production of heliographic prints, blue prints and like prints	37½% Primage 10%	15% Primage 5%	17½% (Under new item 37.03.900)	10% (Under new item 37.03.900)
37.03.3	Negative paper for the photocopying of documents by the image transfer process:				
37.03.310	In sheets or strip, being sheets or strip none of which exceeds 400 square inches in area	17½%	10%	No change (Under new item 37.03.900)	No change (Under new item 37.03.900)
37.03.390	Other	10%	Free	7½% (Under new item 37.03.100) 7½% (Under new item 37.03.100) 17½% (Under new item 37.03.900)	Free (Under new item 37.03.100) Free (Under new item 37.03.100) 10% (Under new item 37.03.900)
37.03.900	Other]	27½% or, if higher, $0·008 per sq. ft.	12½% or, if higher, $0·004 per sq. ft.	7½% (Under new item 37.03.100) 17½% (Under new item 37.03.900)	Free (Under new item 37.03.100) 10% (Under new item 37.03.900)
37.03.100	*In jumbo rolls, other than paper of a kind used in the production of heliographic prints, blue prints and the like*	No change (Under former item 37.03.100) 17½% (Under former item 37.03.310) 10% (Under former item 37.03.390) 27½% or, if higher, $0·008 per sq. ft. (Under former item 37.03.900)	No change (Under former item 37.03.100) 10% (Under former item 37.03.310) Free (Under former item 37.03.390) 12½% or, if higher, $0·004 per sq. ft. (Under former item 37.03.900)	7½%	Free
37.03.900	*Other*	7½% (Under former item 37.03.100) 37½% Primage 10% (Under former item 37.03.200) No change (Under former item 37.03.310) 10% (Under former item 37.03.390) 27½% or, if higher, $0·008 per sq. ft. (Under former item 37.03.900)	Free (Under former item 37.03.100) 15% Primage 5% (Under former item 37.03.200) No change (Under former item 37.03.310) Free (Under former item 37.03.390) 12½% or, if higher, $0·004 per sq. ft. (Under former item 37.03.900)	17½%	10%

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
37.04	Sensitized plates and film, exposed but not developed, negative or positive:				
37.04.1	[Plates:				
37.04.110	Autochrome and similar types; collodion and Schuhmann	7½%	Free	17½% (Under new item 37.04.900)	10%
37.04.190	Other]	27½% or, if higher, $0·05 per sq. ft.	12½% or, if higher, $0·025 per sq. ft.	17½% (Under new item 37.04.900)	10%
37.04.1	*No sub-item*			(See under new item 37.04.900)	
37.04.9	[Other:				
37.04.910	Flat film	27½% or, if higher, $0·05 per sq. ft.	12½% or, if higher, $0·025 per sq. ft.	17½% (Under new item 37.04.900)	10%
37.04.990	Other]	27½% or, if higher, $0·062 per sq. ft.	12½% or, if higher, $0·033 per sq. ft.	17½% (Under new item 37.04.900)	10%
37.04.900	*Other*	7½% (Under former item 37.04.110)	Free	17½%	10%
		27½% or, if higher, $0·05 per sq. ft. (Under former items 37.04.190; 910)	12½% or, if higher, $0·025 per sq. ft.		
		27½% or, if higher, $0·062 per sq. ft. (Under former item 37.04.990)	12½% or, if higher, $0·033 per sq. ft.		
70.19	Glass beads, imitation pearls, imitation precious and semi-precious stones, fragments and chippings, and similar fancy or decorative glass smallwares, and glassware made therefrom; glass cubes and small glass plates, whether or not on a backing, for mosaics and similar decorative purposes; artificial eyes, of glass (including those for toys but not those for wear by humans); ornaments and other fancy articles of lamp-worked glass; glass grains (that is to say, ballotini):				
	New sub-item				
70.19.500	*Beads of a kind used in imitation jewellery*	45% (Under former item 70.19.990)	27½%	12½%	5%
73.31	Nails, tacks, staples, hook-nails, corrugated nails, spiked cramps, studs, spikes and drawing pins, of iron or steel, whether or not with heads of other materials, but not including those with heads of copper:				
	New sub-item				
73.31.400	*Roofing screw-nails*	No change (Under former items 73.32.300; 74.15.300)		32½% Primage 5%	12½%
73.32	Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter-pins, washers and spring washers, of iron or steel:				
73.32.300	[Roofing screws]	32½% Primage 5%	12½%	No change (Under new item 73.31.400)	
73.32.300	*No sub-item*				
73.35	Springs and leaves for springs, of iron or steel:				
73.35.200	[Of a kind used solely or principally with tractors falling within sub-item 87.01.2, 87.01.3, 87.01.9 or 87.07.3]	7½%	Free	37½% (Under item 73.35.910)	27½%
73.35.200	*No sub-item*				
74.15	Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of copper; rivets, cotters, cotter- pins, washers and spring washers, of copper):				
74.15.300	[Roofing screws]	32½% Primage 5%	12½%	No change (Under new item 73.31.400)	
74.15.300	*No sub-item*				
83.10.100	[Beads and spangles, of base metal]	45%	27½%	No change (Under new item 83.10.900)	
				12½% (Under new item 83.10.100)	5%
83.10	*Beads and spangles, of base metal:*				
83.10.100	*Beads of a kind used in imitation jewellery*	45% (Under former item 83.10.000)	27½%	12½%	5%
83.10.900	*Other*	No change (Under former item 83.10.000)		45%	27½%
	After note 9 to Chapter 84 insert the following note:				
	10. *The following components are specified for the purposes of paragraphs 84.22.11, 84.22.19, 84.23.12 and 84.23.19:*				
	(a) hydraulic control valves;				
	(b) hydraulic pumps;				
	(c) pneumatic tyres and tubes;				
	(d) wheels and wheel centres of a kind usable with pneumatic tyres;				
	(e) winches.				
84.06	Internal combustion piston engines:				
84.06.5	Parts not falling within sub-item 84.06.1:				
84.06.55	[Cylinder sleeve assemblies, cylinder sleeves, piston assemblies and pistons, for use in tractors:				
84.06.551	Cylinder sleeves not exceeding 5 inches internal diameter	45%	17½%	7½% (Under new item 84.06.594)	Free
84.06.552	Cylinder sleeves exceeding 5 inches internal diameter	7½%	Free	The rate in this column that applies to the lowest powered engine with which the goods are usable (Under new item 84.06.599)	The rate in this column that applies to the lowest powered engine with which the goods are usable
84.06.559	Other]	47½%	22½%		
84.06.55	*No paragraph*				
84.06.59	*Other parts:*				
84.06.594	*New sub-paragraph*				
	For use as original components in the assembly or manufacture of engines for use in goods of a kind falling within sub-item 84.22.1, 84.23.1, 87.01.2, 87.01.4, 87.01.9 or 87.07.3	No change (Under former item 84.06.552)		7½%	Free
		45% (Under former item 84.06.551)	17½%		
		47½% (Under former item 84.06.551)	22½%		
84.06.599	[Other]	The rate in this column that applies to the lowest powered engine with which the goods are usable	The rate in this column that applies to the lowest powered engine with which the goods are usable	No change (Under new item 84.06.599)	

(*Continued on next page*)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
84.06.599	*Other*	No change (Under former item 84.06.599) 45% (Under former item 84.06.551) 7½% (Under former item 84.06.552) 47½% (Under former item 84.06.559)	17½% (Under former item 84.06.551) Free (Under former item 84.06.552) 22½% (Under former item 84.06.559)	The rate in this column that applies to the lowest powered engine with which the goods are usable	The rate in this column that applies to the lowest powered engine with which the goods are usable
84.10	Pumps (including motor pumps and turbo pumps) for liquids whether or not fitted with measuring devices; liquid elevators of the bucket, chain, screw or band kind or of a similar kind:				
New sub-item 84.10.700	*Hydraulic pumps for use in agricultural tractors for the operation of agricultural implements*	55% (Under former item 84.10.990)	27½%	7½%	Free
84.18	Centrifuges; filtering and purifying machinery and apparatus (other than filter funnels, milk strainers and the like), for liquids or gases:				
84.18.9	Other:				
84.18.94	Of a kind commonly used for filtering lubricants, liquid fuels or air or gases used for combustion:				
84.18.941	[For use with steam or water turbines]	7½%	Free	No change (Under new item 84.18.941)	
84.18.941	*For use with steam or water turbines; for use as original components in the assembly or manufacture of engines for use in goods of a kind falling within sub-item* 84.22.1, 84.23.1, 87.01.2, 87.01.4, 87.01.9 *or* 87.07.3	No change (Under former item 84.18.941)		7½%	Free
84.18.944	[Suitable for use in internal combustion piston engines, not being goods falling within sub-paragraph 84.18.942, 84.18.943 or 84.18.945]	Various (Under former item 84.18.944) The rate in this column that applies to the lowest powered engine with which the goods are usable	The rate in this column that applies to the lowest powered engine with which the goods are usable	No change (Under new item 84.18.944) 7½% (Under new item 84.18.941)	Free
84.18.944	*Suitable for use in internal combustion piston engines not being goods falling within sub-paragraph* 84.18.941, 84.18.942, 84.18.943 *or* 84.18.945	No change (Under former item 84.18.944)		The rate in this column that applies to the lowest powered engine with which the goods are usable	The rate in this column that applies to the lowest powered engine with which the goods are usable
84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors, not being machinery falling within item 84.23:				
84.22.100	[Specially designed as agricultural, horticultural or viticultural machinery] . . .	27½%	5%	No change (Under new item 84.22.800)	
84.22.1	*Machines designed as the tractor goods of a kind falling within this item, being essentially a tractor of a kind specified in item* 87.01 (*other than sub-item* 87.01.1) *specially modified with a strengthened frame or otherwise, including such machines incorporating hydraulic pumps or control valves, but not including machines incorporating hydraulic rams, beams for supporting working implements or working implements or apparatus that is to say, cranes, hoists, lifting devices, loading or unloading devices, or the like:*				
84.22.110	*Machines of the track-laying type*	55% (Under former item 84.22.990) 7½% (By operation of Parts Directions Nos. 1 and 5)	27½% Free	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods – 7½%	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods – Free
84.22.190	*Other*	55% (Under former item 84.22.990) 7½% (By operation of Parts Directions Nos. 1 and 5)	27½% Free	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods – 20%	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods – 10%
84.22.3	Cranes, *not falling within a preceding sub-item in this item;* lifting devices for tipping lorries:				
New sub-item 84.22.800	*Being and used solely or principally as agricultural, horticultural or viticultural machinery, not being goods falling within sub-item* 84.22.1	No change (Under former item 84.22.100)		27½%	5%
84.23	Excavating, levelling, tamping, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (including mechanical shovels, coal-cutters, excavators, scrapers, levellers and bulldozers); pile-drivers; snow-ploughs, not self-propelled (including snow-plough attachments):				
84.23.100	[Diamond drilling machines; coal-cutting machines; rotary and percussive rock drills] .	7½%	Free	No change (Under new item 84.23.500)	
84.23.1	*Machines designed as the tractor for goods of a kind falling within this item being essentially a tractor of a kind specified in item* 87.01 (*other than sub-item* 87.01.1) *specially modified with a strengthened frame or otherwise, including such machines incorporating hydraulic pumps or control valves, but not including machines incorporating hydraulic rams, beams for supporting working implements or working implements or apparatus that is to say, rollers, dozer blades, ripper points, cutter teeth, grabs, or the like:*				
84.23.110	*For use in the manufacture of, or incorporation in, road rollers*	No change (Under former item 84.23.310)		42½%	27½%
84.23.120	*Machines of the track-laying type, not falling within paragraph* 84.23.11 . . .	55% (Under former item 84.23.990) 7½% (By operation of Parts Directions Nos. 1 and 5)	27½% Free	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods – 7½%	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods – Free

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
84.23.190	*Other*	55% (Under former item 84.23.990) 7½% (By operation of Parts Directions Nos. 1 and 5)	27½% Free	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods – 20%	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods – 10%
84.23.200	Dredging and excavating machines, *not falling within a preceding sub-item in this item.*				
84.23.3	Road rollers; scarifiers; rippers, scrapers; scoops, levellers; bulldozers; ditching machines; graders and the like, *not being goods falling within a preceding sub-item in this item:*				
84.23.320	Scarifiers and rippers; scoops; scrapers, not being road graders; ditching machines	27½% Primage 10% other than scarifiers and rippers	5% Primage 5% other than scarifiers and rippers	27½%	5%
	New sub-item				
84.23.500	*Diamond drilling machines, coal-cutting machines, and rotary and percussive rock drills, not being goods falling within a preceding sub-item in this item*	No change (Under former item 84.23.100)		7½%	Free
84.25	Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables and egg-grading and other grading machines for agricultural produce (other than machinery of a kind used in the bread grain milling industry falling within item 84.29):				
84.25.3	Harvesting and threshing machinery for seeds, grain or leguminous vegetables:				
84.25.350	Maize harvesters; [hay tedders]; lucerne bunchers; maize binders; threshing machines other than reaper threshers	No change		7½%	Free
84.25.500	Grading machines for eggs, being also capable of weighing; *hay tedders*	No change		7½%	Free
84.61	Taps, cocks, valves and similar appliances, for pipes, boiler shells, tanks, vats and the like, including pressure reducing valves and thermostatically controlled valves:				
	New sub-item				
84.61.600	*Control valves for use in agricultural tractors for the operation of agricultural implements*	Various (Under former items 84.61.910; 920; 990)		7½%	Free
84.63	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing (including friction gears and gear-boxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings:				
84.63.1	Of a kind suitable for incorporation in internal combustion piston engines:				
	New sub-item				
84.63.130	*For use as original components in the assembly or manufacture of engines for use in goods of a kind falling within sub-item* 84.22.1, 84.23.1, 87.01.2, 87.01.4, 87.01.9 *or* 87.07.3	The rate in this column that applies to the lowest powered engine with which the goods are usable (Under former item 84.63.190)	The rate in this column that applies to the lowest powered engine with which the goods are usable	7½%	Free
85.09	Electrical lighting and signalling equipment and electrical windscreen wipers, defrosters and demisters, for cycles or motor vehicles:				
85.09.9	Other:				
85.09.99	Other:				
85.09.991	Spot lamps; lampware of a kind used solely or principally with vehicles of a kind falling within sub-item [87.01.2], 87.01.3; [or 87.01.9] lampware of a kind used solely or principally as interior lighting in vehicles	No change		45% Primage 10%	5% Primage 5%
	Notes to Chapter 87: 6. The following components are specified for the purposes of sub-item [87.01.2:] 87.01.3: (a) pneumatic tyres and tubes; (b) wheels and centres of a kind usable with pneumatic tyres. 7. *The following components are specified for the purposes of sub-items* 87.01.4 *and* 87.01.9: *(a) winches;* *(b) pneumatic tyres and tubes;* *(c) wheels and wheel centres of a kind usable with pneumatic tyres;* *(d) hydraulic pumps;* *(e) hydraulic control valves.*				
87.01	Tractors (other than those falling within item 87.07), whether or not fitted with power take-offs, winches or pulleys:				
87.01.200	[Agricultural wheeled tractors not exceeding 10-belt pulley horsepower	In respect of a component specified in note 6 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods—		No change (Under new item 87.01.300)	
87.01.300	For use in the manufacture of, or for incorporation in, road rollers, not falling within sub-item 87.01.2	30%	20%	No change (Under new item 87.01.200)	
87.01.900	Other]	42½%	27½%	No change (Under new item 87.01.400) In respect of a component specified in note 7 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods—	
		In respect of a component specified in note 7 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods—		20%	10%
87.01.200	*For use in the manufacture of, or for incorporation in, road rollers*	7½%	Free	(Under new item 87.01.900) 42½%	27½%
87.01.300	*Agricultural wheeled tractors not exceeding 10-belt pulley horsepower and not falling within a preceding sub-item in this item*	No change (Under former item 87.01.300) No change (Under former item 87.01.200)		In respect of a component specified in note 6 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods—	
				30%	20%

(*Continued on next page*)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
87.01.400	*Tractors of the track-laying type and agricultural tractors, not being goods falling within a preceding sub-item in this item*	No change (Under former item 87.01.900)		In respect of a component specified in note 7 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods 7½%	Free
87.01.900	*Other*	In respect of a component specified in note 7 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods 7½% (Under former item 87.01.900)	Free	In respect of a component specified in note 7 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately. In respect of the remainder of the goods 20%	10%
87.04	Chassis fitted with engines, being chassis of a kind falling within item 87.01, 87.02 or 87.03:				
87.04.100	[For tractors of a kind falling within sub-item 87.01.2, 87.01.3 or 87.01.9]	7½%	Free	No change (Under new item 87.04.120) 42½% (Under new item 87.04.110) 20% (Under new item 87.04.190)	27½% 10%
87.04.1	*For tractors of a kind falling within sub-item* 87.01.2, 87.01.3, 87.01.4 *or* 87.01.9:				
87.04.110	*For tractors of a kind falling within sub-item* 87.01.2	7½% (Under former item 87.04.100)	Free	42½%	27½%
87.04.120	*For tractors of a kind falling within sub-item* 87.01.3 *or* 87.01.4	No change (Under former item 87.04.100)		7½%	Free
87.04.190	*Other*	7½% (Under former item 87.04.100)	Free	20%	10%
87.06	Parts and accessories for motor vehicles of a kind falling within item 87.01, 87.02 or 87.03:				
87.06.1	For tractors of a kind falling within sub-item 87.01.2, 87.01.3 or 87.01.9:				
87.06.190	[Other]	7½%	Free	No change (Under new item 87.06.192) 42½% (Under new item 87.06.191) 20% (Under new item 87.06.199)	27½% 10%
87.06.19	*Other:*				
87.06.191	*For goods of a kind falling within sub-item* 87.01.2.	7½% (Under former item 87.06.190)	Free	42½%	27½%
87.06.192	*For goods of a kind falling within sub-item* 87.01.3 *or* 87.01.4	No change (Under former item 87.06.190)		7½%	Free
87.06.199	*Other*	7½% (Under former item 87.06.190)	Free	20%	10%
90.16	Drawing, marking-out and mathematical calculating instruments, drafting machines, pantographs, slide rules, disc calculators and the like; measuring or checking instruments, appliances and machines (including micrometers, callipers, gauges, measuring rods and balancing machines), being goods not falling within any other item in this Chapter: profile projectors:				
90.16.26	Protractors, divided scales, measuring rods, tape measures and the like:				
90.16.261	[Divided scales (other than protractors), measuring rods, tape measures and the like, being precision instruments	7½%	Free	No change (Under new item 90.16.261)	
90.16.269	Other]	40% Primage 5% other than protractors	17½%	40% (Under new item 90.16.262) 35% (Under new item 90.16.269)	17½% 27½%
90.16.261	*Divided scales (other than protractors), engine divided; measuring rods, engine divided*	No change (Under former item 90.16.261)		7½%	Free
90.16.262	*Protractors; measuring rods (including rules and rulers) not falling within sub-paragraph* 90.16.261	40% Primage 5% other than protractors	17½%	40%	17½%
90.16.269	*Other*	(Under former item 90.16.269) 40% Primage 5% (Under former item 90.16.269)	17½%	35%	27½%
90.29	Parts or accessories of a kind used solely or principally with goods of a kind falling within item 90.23, 90.24, 90.26, 90.27 or 90.28:				
90.29.200	[Of a kind used solely or principally with taximeters of a kind falling within sub-item 90.27.1]	35%	25%	No change (Under new item 90.29.290) 12½% (Under new item 90.29.210)	5%
90.29.2	*Of a kind used solely or principally with taximeters of a kind falling within sub-item* 90.27.1:				
90.29.210	*For use in the repair of taximeters other than of Australian manufacture*	35% (Under former item 90.29.200)	25%	12½%	5%
90.29.290	*Other*	No change (Under former item 90.29.200)		35%	25%
92.02	Other string musical instruments:				
New sub-item					
92.02.200	*Instruments of the guitar class imported with the case, box or container in which the goods are normally sold*	7½% (Under former item 92.02.900)	Free	In respect of the case, box or container – 45%. In respect of the remainder of the goods – 7½%	In respect of the case, box or container – 32½%. In respect of the remainder of the goods – Free
92.02.900	[Other]	7½%	Free	No change (Under new item 92.02.900) In respect of the case, box or container – 45%. In respect of the remainder of the goods – 7½% (Under new item 92.02.200) 7½%	In respect of the case, box or container – 32½%. In respect of the remainder of the goods – Free Free
92.02.900	*Other*	No change (Under former item 92.02.900)			
92.07	Electro-magnetic, electrostatic, electronic and similar musical instruments:				
92.07.100	[Instruments of a kind that have counterparts operated otherwise than by electro-magnetic, electrostatic or electronic devices]	The rate of duty set out in this column that would apply to the goods if they were operated otherwise than by electro-magnetic, electrostatic or electronic devices	The rate of duty set out in this column that would apply to the goods if they were operated otherwise than by electro-magnetic, electrostatic or electronic devices	No change (Under new item 92.07.190) In respect of the case, box or container – 45%. In respect of the remainder of the goods – 7½% (Under new item 92.07.110)	In respect of the case, box or container – 32½%. In respect of the remainder of the goods – Free

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
92.07.1	*Instruments of a kind that have counterparts operated otherwise than by electro-magnetic, electrostatic or electronic devices:*				
92.07.110	*Instruments of the guitar class imported with the case, box or container in which the goods are normally sold*	The rate of duty set out in this column that would apply to the goods if they were operated otherwise than by electro-magnetic, electrostatic or electronic devices	The rate of duty set out in this column that would apply to the goods if they were operated otherwise than by electro-magnetic, electrostatic or electronic devices	In respect of the case, box or container – 45%. In respect of the remainder of the goods – 7½%	In respect of the case, box or container – 32½%. In respect of the remainder of the goods – Free
92.07.190	*Other*	(Under former item 92.07.100) No change (Under former item 92.07.100)		The rate of duty set out in this column that would apply to the goods if they were operated otherwise than by electro-magnetic, electrostatic or electronic devices	The rate of duty set out in this column that would apply to the goods if they were operated otherwise than by electro-magnetic, electrostatic or electronic devices
93.04	Other firearms (including Very light pistols, pistols and revolvers for firing blank ammunition only, line-throwing guns and the like):				
93.04.3	12-gauge shotguns, not falling within sub-item 93.04.2:				
93.04.32	Having a value exceeding $64 each and not exceeding $213·33 each:				
93.04.329	Other	$16 each, and $60 per barrel	$16 each, and $60 per barrel; less 10%	$16 each, and $60 per barrel	$16 each, less 10%; and $60 per barrel
	Notes to Chapter 97: 1. The following goods do not fall within this Chapter: (i) [goods] *sports vehicles* (other than bobsleighs, toboggans or the like) falling within an item in Division XVII;				

CANADA

Customs ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada':

Colour television cameras designed for general broadcasting purposes.

(Ruling effective December 14, 1967).

The above information is contained in Canadian Department of National Revenue Memorandum D51-24-1 dated November 13, 1967.

Changes in Customs tariff

THE CANADIAN GOVERNMENT have issued Order in Council PC 1967-2029 dated October 26, 1967, making certain changes and extensions in the Canadian customs tariff. Additions to the tariff are shown in italics.

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
3945-1	Potato starch milk for use in the manufacture of chlorinated potato starch (Expires October 31, 1968)	10%	10%	25%
15805-1	Methyl alcohol for use exclusively in the manufacture of formaldehyde, subject to the provisions of the Excise Act, and Regulations thereunder (Expires June 30, 1968)	Free	Free	Free
18740-1	Positive colour duplicating film, 35 millimetres and 46 millimetres in width, for use in duplicating colour slides entitled to entry under tariff item 69615-1 (Expires October 31, 1968)	Free	Free	30%
19815-1	Paper, coated with synthetic resin, for use in the manufacture of cap liner gasket stock (Expires October 31, 1969)	Free	Free	35%
20853-1	Urethane and methyl pentanal for use in the manufacture of meprobamate. (Expires June 30, 1968)	Free	Free	25%
21625-1	Monocalcium citrate in a water slurry for use in the manufacture of citric acid and salts thereof (Expires June 30, 1968)	Free	Free	25%
22030-1	Askarels (non-flammable liquids) for use in the manufacture of electrical apparatus (Expires June 30, 1968)	Free	5%	25%
23240-1	Ossein for use exclusively in the manufacture of gelatine (Expires October 31, 1969)	Free	Free	25%
27215-1	Residual oils of petroleum origin, for use in the manufacture of carbon black per gall. (Expires October 31, 1968)	Free	Free	1 ct.
29660-1	Dead-burned magnesite containing not less than 83% magnesium oxide for use in the manufacture of magnesite fire brick or chrome fire brick (Expires June 30, 1968)	7½%	7½%	30%
31615-1	Glass tubing in straight lengths of not less than three feet, not coated, for use in Canadian manufactures (Expires October 31, 1969)	Free	Free	10%
31905-1	Plate glass, not more than $\frac{1}{16}$ of an inch in thickness, for use in the manufacture of laminated safety glass (Expires October 31, 1968)	Free	Free	15%
32663-1	Beads, drops or other shapes of synthetic resins, for use in the manufacture of imitation pearls (Expires June 30, 1968)	Free	Free	30%
34710-1	Tungsten rod and tungsten wire for use in Canadian manufactures (Expires January 31, 1968)	Free	Free	25%
34835-1	Electrolytic copper powder, electrolytic iron powder, for use in Canadian manufactures (Expires June 30, 1968)	Free	Free	10%
34920-1	Sheet or plate, of magnesium or alloys of magnesium, plain, corrugated, pebbled, or with a raised surface pattern, for use in Canadian manufactures (Expires October 31, 1969)	Free	Free	25%
35525-1	Thermostatic metals, consisting of two or more layers of metals or alloys of metals, other than precious metals or alloys of precious metals, having different co-efficients of expansion and permanently bonded together, in strips or sheets, coiled or not, for use in Canadian manufactures. (Expires October 31, 1969)	Free	Free	20%
38208-1	Sheet or strip of iron or steel, corrugated or not, and whether or not with rolled surface pattern: Coated with metal or metals other than lead, zinc or tin (Expires October 31, 1968)	2½%	10%	20%
38225-1	Sheet or strip, of iron or steel, hot- or cold-rolled, not more than 0·025 inch in thickness, coated or not, *having a maximum core loss of* 1·45 *watts per pound when measured at a frequency of* 60 *cycles and an induction of* 15 *kilogausses in accordance with standard methods described in ASTM A*34 *and A*343, for use in the manufacture of electrical apparatus or parts of electrical apparatus (Expires October 31, 1968)	Free	Free	12½%
38240-1	The words 'containing not less than 2·90% of silicon' are deleted in tariff item 38225-1. Stainless steel plate or sheet in coils, hot-rolled from ingots, blooms or slabs of Canadian origin, when imported by the manufacturer of the said ingots, blooms or slabs for cold rolling in Canada (Expires October 31, 1968)	Free	Free	20%
38255-1	Sheet of iron or steel made to specification SAE 6140, hot-rolled, for use in the manufacture of telephone wire drawing reels (Expires October 31, 1969)	Free	Free	20%
38260-1	Strip of iron or steel, cold-rolled, hardened and tempered, not less than 0·004 inch nor more than 0·025 inch in thickness, and not less than $\frac{1}{8}$ inch nor more than $\frac{3}{4}$ inch in width, for use in the manufacture of measuring rules and tapes (Expires October 31, 1968)	Free	7½%	25%

CANADA, *continued*

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
39810-1	Hot-rolled or extruded hollows of stainless steel or AISI 52100 chromium alloy steel for use in the manufacture of cold-reduced or cold-drawn seamless steel tubes (Expires October 31, 1969)	Free	Free	30%
40240-1	Wire of iron or steel, uncoated, curbed or not, in coils, not more than 0·144 inch and not less than 0·080 inch in diameter, with tolerance not to exceed 0·004 inch, for use in the manufacture of woven or welded wire fencing (Expires January 31, 1968)	7½%	7½%	20%
41510-1	Hermetic compressor glass insulated terminals for use in the manufacture of refrigerator compressors (Expires October 31, 1969)	Free	Free	35%
42756-1	Spiral bevel gears; hydraulic equipment; lubrication devices; clutches; clutch-brakes; drill chucks; collets and tool holders; all of the foregoing when of a class or kind not made in Canada; for use in the manufacture of *machines, accessories and attachments therefor, for working metal by turning, milling, grinding, drilling, boring, planing, shaping, shearing or pressing* (Expires October 31, 1968)	Free	Free	35%
	P.C. 1966-1157 of June 23, 1966, insofar as it applies to tariff item 42756-1 is revoked.			
42758-1	Spiral bevel gears; hydraulic equipment; clutches; clutch-brakes; all of the foregoing when of a class or kind not made in Canada; for use in the manufacture of plastic injection moulding machines. (Expires October 31, 1969)	Free	Free	35%
42777-1	Engines, axles, torque converters, differentials, transmission, and parts thereof, for use in the manufacture of machines commonly known as self-propelled pneumatic tyred rollers. (Expires October 31, 1968)	Free	Free	30%
42845-1	Gasoline internal combustion engines with a displacement of more than 500 cubic inches and air-cooled gasoline internal combustion engines with a displacement of less than 200 cubic inches, for use in the manufacture of snowblowers (Expires October 31, 1968)	2½%	7½%	30%
43240-1 (replaces tariff item 92400-1)	Aerosol valve assemblies and parts thereof for use in Canadian manufactures (Expires October 31, 1968)	Free	Free	30%
43850-1	Welded steel tubing, aluminized, over 2 inches outer diameter, for use in the manufacture of mufflers, tail pipes and exhaust pipes used as original equipment in the manufacture of motor vehicles (Expires June 30, 1968)	Free	Free	30%
43855-1	Sheet or strip of iron or steel other than stainless steel, hot- or cold-rolled, for use in the manufacture of seat belt floor fittings and buckles for motor vehicles (Expires; June 30, 1968)	Free	Free	25%
43859-1	Wire of iron or steel, valve spring quality, alloyed or carbon, for use in the manufacture of mechanical precision springs for motor vehicles (Expires January 31, 1969)	Free	Free	20%
43861-1	Bumper face bars of bare metal, not finished in any degree after final forming, of a type not made in Canada, for use in the manufacture of motor vehicle bumpers (Expires October 31, 1968)	Free	Free	35%
43865-1	Parts for use in the manufacture of five or more speed transmissions and auxiliary transmissions for motor vehicles (Expires October 31, 1969)	Free	Free	27½%
43877-1	Materials, of a class or kind not made in Canada, for use in the manufacture of parts, and accessories and parts thereof, except tyres and tubes, for passenger automobiles, buses, motor trucks, ambulances or hearses, or chassis therefor (Expires January 31, 1969)	Free	Free	35%
43887-1	Welded steel tubing, cold-drawn after welding, not less than three inches nor more than eight inches outer diameter, with wall thickness of one-quarter inch or more, for use in the manufacture of telescoping hydraulic cylinders for dump body hoists for motor vehicles. (Expires October 31, 1968)	Free	Free	30%
43890-1	Stainless steel strip, cold-rolled, not less than 0·018 inch nor more than 0·030 inch in thickness with tolerance not to exceed 0·00075 inch, not less than 0·105 inch nor more than 0·182 inch in width with tolerance not to exceed 0·0025 inch, for use in the manufacture of piston rings for motor vehicles (Expires October 31, 1968)	Free	Free	25%
43891-1	Wire of iron or steel, drawn flat or cold-rolled flat after drawing, not less than 0·010 inch nor more than 0·031 inch in thickness with tolerance not to exceed 0·001 inch, not less than 0·042 inch nor more than 0·270 inch in width with tolerance not to exceed 0·004 inch, for use in the manufacture of piston rings for motor vehicles (Expires October 31, 1968)	Free	Free	20%
44558-1	Parts for use in the manufacture of submersible electric motors. (Expires October 31, 1969)	Free	7½%	30%
44564-1	Ceramic or silicon carbide non-linear resistor blocks for use in the manufacture of lightning arresters (Expires October 31, 1969)	Free	7½%	30%
44661-1	Base bands of iron or steel for use in the manufacture of solid rubber industrial tyres (Expires October 31, 1968)	Free	7½%	35%
44720-1	Discs, wholly or in part of textile fibres, and paper shapes for filling rolls to be used in calendering, supercalendering or embossing paper or textiles (Expires October 31, 1969)	Free	Free	35%
51112-1	Laminated ski blanks, not further manufactured than matched, for use in the manufacture of skis (Expires October 31, 1968)	15%	20%	30%
56130-1	Yarns, wholly of man-made fibres or filaments, 1,100 denier or coarser, singles with not less than 4 twists per inch, or 2-ply or 3-ply, for use in the manufacture of weftless tape used in packaging goods but not less than, per pound (Expires October 31, 1968)	7½%	12½% 11 cts.	35% 28 cts.
56260-1	Woven fabrics, in the grey, containing 75% or more, by weight, of polyvinyl alcohol filaments, weighing not more than 1·6 ounces per square yard, for use in the manufacture of Schiffli embroidered burnt-out lace and, per pound (Expires October 31, 1969)	10%	12½%	45% 40 cts.
59000-1	Naphtha, high flash, for use in Canadian manufactures per gall. (Expires June 30, 1968)	¼ ct.	¼ ct.	1 ct.
66010-1	Plates, curved or not, consisting of a layer of cellulose plastic composition and metal, coated or not, for the production of printing plates (Expires October 31, 1968)	10%	10%	30%
85700-1	Acetylsulphamerazine, acetylsulphadiazine, acetylsulphathiazole and acetylsulphamethylthiodiazole, for use exclusively in the manufacture of sulpha drugs (Expires June 30, 1968)	Free	Free	25%
86500-1	Higher fatty alcohols, unsulphated, for use in the manufacture of synthetic detergents (Expires June 30, 1968)	Free	Free	25%
87510-1	Antibiotics, crude, antibiotic intermediates, structurally based on 6 aminopenicillanic acid, not further processed than extracted from their primary fermentation liquors, in crystalline form, of a kind not produced in Canada, for use in the manufacture of antibiotics (Expires June 30, 1968)	Free	Free	25%
90405-1	Compounds, n.o.p., consisting in chief part of synthetic resins, for use in the manufacture of chewing gum (Expires June 30, 1968)	5%	5%	25%
92405-1	Bars, rods and profile shapes of uniform cross-section of cellulose plastic, except cellulose nitrate, when imported in lengths for use in the manufacture of hand tools (Expires June 30, 1968)	10%	10%	25%
92410-1	Cast phenolic resin handles, in the rough, for use in the manufacture of cutlery (Expires June 30, 1968)	7½%	7½%	30%

UNITED STATES

Labelling of hazardous substances

THE UNITED STATES Commissioner of Food and Drugs has amended the regulations under the United States Federal Hazardous Substances Act by exempting the following from classification as a 'banned hazardous substance':

'Novelties consisting of a mixture of polyvinyl acetate, United States Certified Colours, and not more than 25 per cent by weight of acetone, and intended for blowing plastic balloons.'

The amendment came into effect on October 28, 1967.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

(Continued on next page)

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page 1254 of this issue.)*

Anti-dumping regulations

THE UNITED STATES Bureau of Customs has published proposals for amending the Customs Regulations relating to anti-dumping procedures under the United States Anti-Dumping Act of 1921.

The purpose of the proposed amendments is to bring the anti-dumping regulations into line with the provisions of the International Anti-Dumping Code which was agreed during the Kennedy Round of Tariff Negotiations concluded in Geneva last June. The code is due to enter into force on July 1, 1968.

The proposed amendments relate to procedures for the initiation and investigation into anti-dumping complaints; provisions for evidence of dumping; calculation of fair value of merchandise; withholding of appraisement and the assessment of dumping duties.

Consideration will be given to any relevant data, views, or arguments which are submitted in duplicate to the Commissioner of Customs, Washington DC 20226 by December 28, 1967.

Copies of the detailed proposals may be obtained from the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Federal Trade Commission

THE *Board of Trade Journal* of August 25, 1967 gave notice of a trade regulation rule promulgated by the United States Federal Trade Commission requiring all sellers of glass fibre curtains, draperies and glass fibre curtain and drapery fabrics to disclose clearly on labels and containers that skin irritation might result from the handling and washing of these products.

The Federal Trade Commission has now extended the effective date of this trade regulation rule from January 2 to July 1, 1968.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 2397).

Imported wool products

NOTICE WAS GIVEN in the *Board of Trade Journal* dated November 3, 1967 of the United States Federal Trade Commission's decision to defer until further notice, the addition of a new rule 36 to the regulations under the Wool Products Labelling Act of 1939.

The new rule provides for all imported wool products to be retained in Customs custody until they have been tested to determine whether or not they comply with the labelling requirements of the Act.

The Federal Trade Commission published its revised proposals for Rule 36 in the Federal Register dated November 2. No date has yet been set for its introduction. Consideration will be given to all written views, arguments and pertinent data received up to 15 days after the date of publication in the Federal Register. Written comments should be sent to the Federal Trade Commission, Washington DC 20580.

Copies of the detailed proposals may be obtained from the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

CHILE

Import regulations

HM EMBASSY, Santiago, report that at its Session No. 503 of October 24 the Executive Committee of the Central Bank reduced to 50 days (from the date of the bill of lading) the minimum period which must elapse before payment for goods shipped C.A.D. can be remitted.

JAMAICA

Industrial Incentives Law, 1956

THE FOLLOWING products have been declared 'approved products' for the purposes of the Jamaican Industrial Incentives Law, 1956.

Sewage disposal units.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated August 25, 1967, page 500.

Export Industries Encouragement Law, 1956

THE FOLLOWING products have been declared approved products for the purposes of the Jamaican Export Industries Encouragement Law, 1956.

Finished drugs for pharmaceutical and veterinary use.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated September 29, 1967, page 803.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19, Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Import licensing arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended by the deletion of item 59 and the substitution therefor of the following:

'59 Jelly and dessert powder, including pie-filling in powder form.'

Inquiries about the above notice should be addressed to the Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 471).

TRINIDAD AND TOBAGO

Import licensing arrangements

THE TRINIDAD and Tobago Ministry of Industry and Commerce has announced that it is proposed to allocate quotas for the importation of 'Perfumery, cosmetics and other toilet preparations' classified under item 552-01. (A notice about the addition of these items to the List of Exceptions to the Open General Licence appeared in the *Board of Trade Journal* of October 27, 1967, page 1079).

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 1254 of this issue.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to HM Government Departments.

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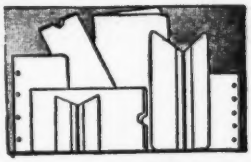

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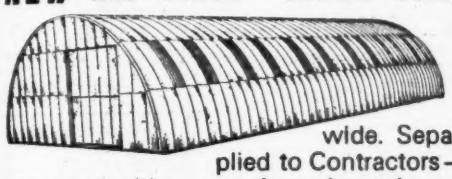

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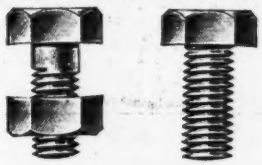

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Aircraft noise at Heathrow Airport (Q)	20 Oct. 1967
Mileage and traffic (M)	3 Nov. 1967
Trade by air (6-M)	6 Oct. 1967
Balance of payments (Q)	15 Sept. 1967
Bankruptcy orders (Q)	11 Aug. 1967
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By industry (Q)	13 Oct. 1967
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Chemical industries production (6-M)	This week
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Gt. Britain (M)	3 Nov. 1967
N. Ireland (M)	3 Nov. 1967
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Production, exports and orders (M)	27 Oct. 1967
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Registration of films (A)	27 Jan. 1967
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Household consumption (Q)	13 Oct. 1967
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Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	1 Sept. 1967
Directory of Board of Trade Departments and their work	26 May 1967
ECGD head offices	15 Sept. 1967
Official Receivers' Offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

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207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
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172	Drawback on hydrocarbon oils.
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436	General outline of scheme and procedure for claiming.
473	Ships and Aircraft.

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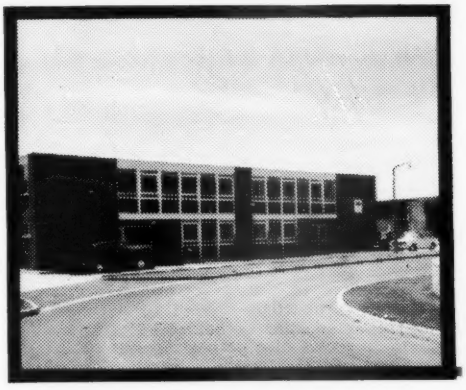

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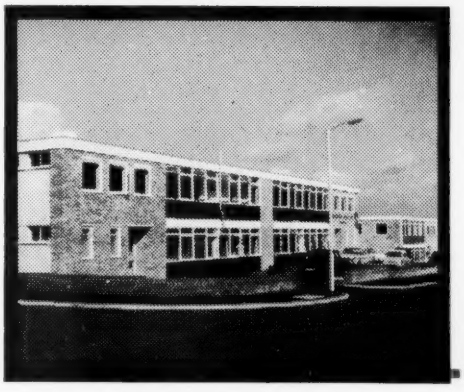

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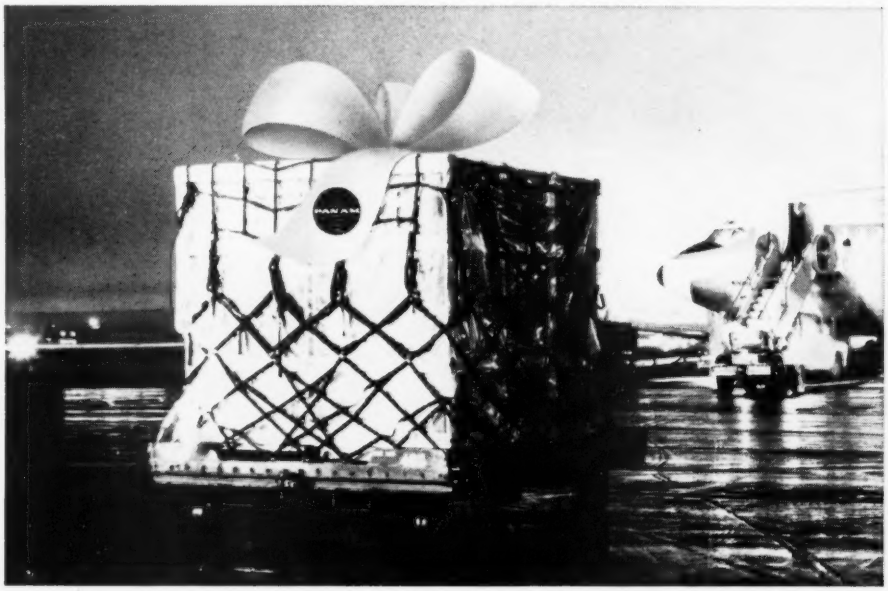

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